

The CHEMIST AND DRUGGIST

Established 1859

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APRIL 23, 1932

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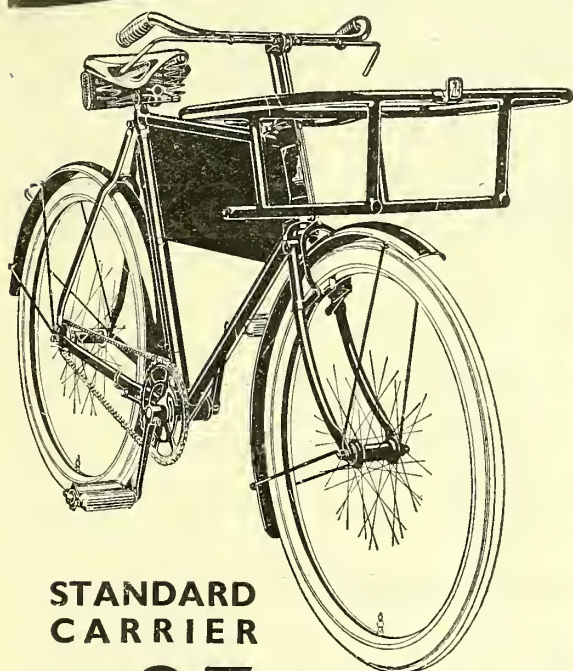
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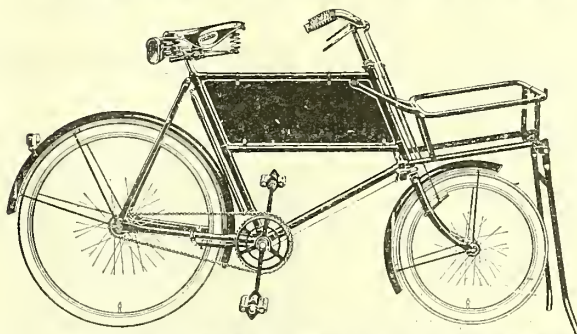
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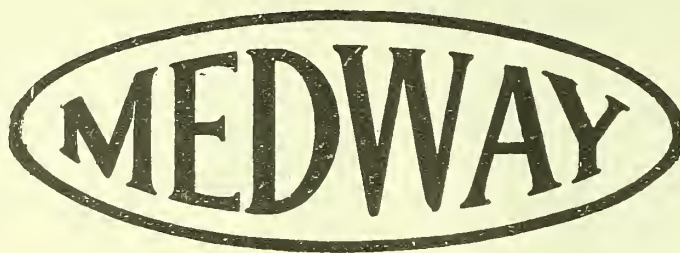
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The Romance of Empire Drugs (22)



Foxgloves growing for seed at Long Melford

DIGITALIS was in all probability known to the ancients, but there would not appear to be any uncontrovertible evidence to this effect. The physicians of Myddvai (Meddygan Myddfai), circa 1233, are known to have prescribed it. Fuchsius (1542) is generally considered to have named the plant Digitalis, from the resemblance of the blossoms to a fingerstall (German: Fingerhut). The common name Foxglove is stated to be derived from the old Saxon "Foxes-glew," meaning fox music and alluding to an old musical instrument with bells on an arch-like support. The plant, a biennial or perennial, grows wild in all parts of England and is cultivated for medicinal purposes in Suffolk.

Digitalis owes its therapeutic activity to the glucosides found in the leaves and seeds. Much confusion has existed regarding their pharmacology and nomenclature—the position, as with a number of other drugs of vegetable origin, being aggravated in the past by the uncertain pharmacological action of medicinal preparations. However, the method of biological assay which has been adopted

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Staff Allen & Sons

grow *Digitalis purpurea* and offer their carefully selected, scientifically prepared leaf, which is biologically assayed in the pharmacological laboratory of the Pharmaceutical Society of Great Britain. It is packed in airtight tins bearing the Society's certificate for its exact potency in terms of the International Standard, fixed by the Geneva Conference. The tinctures official in the various pharmacopœias are also made and issued with similar certificates of physiological activity.

Est.



1833

by reputable manufacturers of Digitalis preparations has gone far to improve matters and it is now possible to obtain products of constant therapeutic effect.

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STAFFORD ALLEN & SONS LTD

Manufacturing Chemists, Essential Oil Distillers.
COWPER STREET, LONDON, E.C.2.

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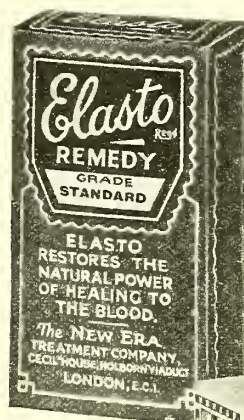
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ONE**

IT PAYS TO DISPLAY WIDELY ADVERTISED LINES IN YOUR WINDOW

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REG. TRADE MARK

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Retails at 1/- each

KLEERIT

*Keeps
all glass clear always*

*Clear Glasses —
all day long!*

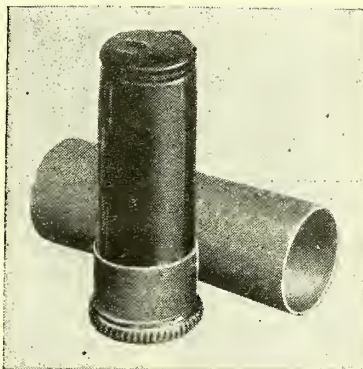


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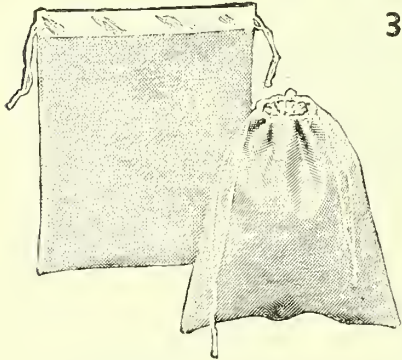
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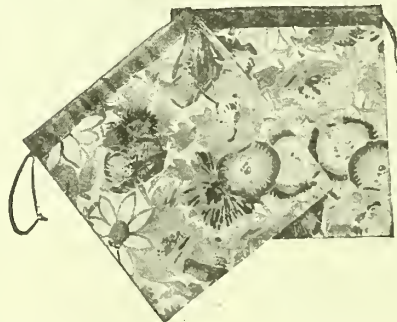
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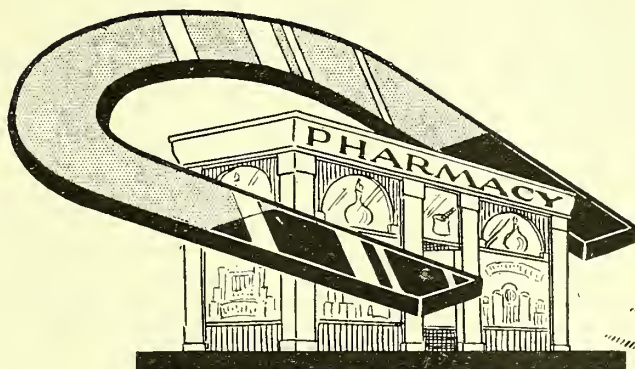
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Maw's Page



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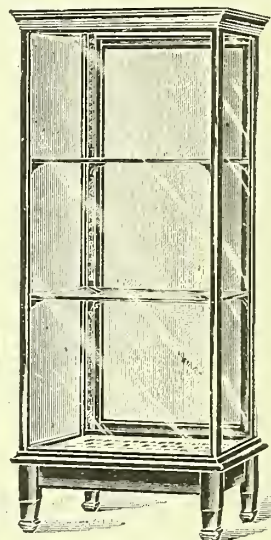
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Phones: CLERKENWELL 2316 (6 lines).



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are BRITISH MADE and BEST

There are many blades but none like 'OCEAN'

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for 1/6
POST FREE
3-HOLE PATTERN



Made by the most up-to-date scientific method, of the finest quality steel, in our own factory in England. You will not get a better blade, no matter what price you pay. Millions of delighted users swear by Ocean Blades.

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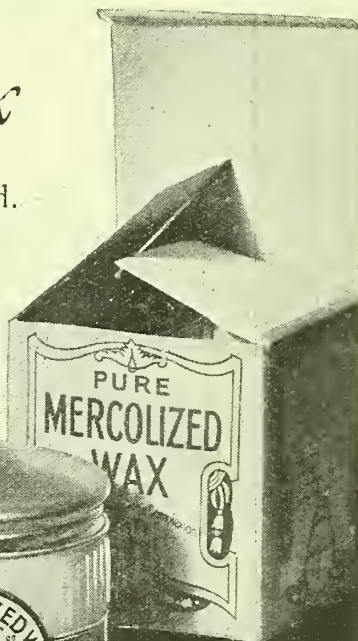
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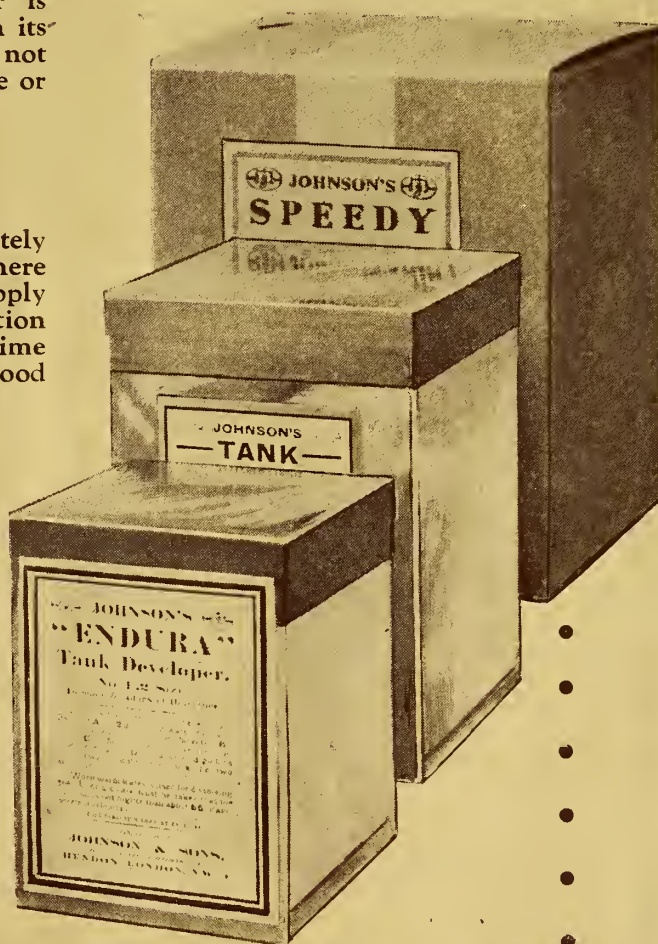
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CAMERA PROFITS and HOW TO MAKE THEM



CONCENTRATE on CORONET

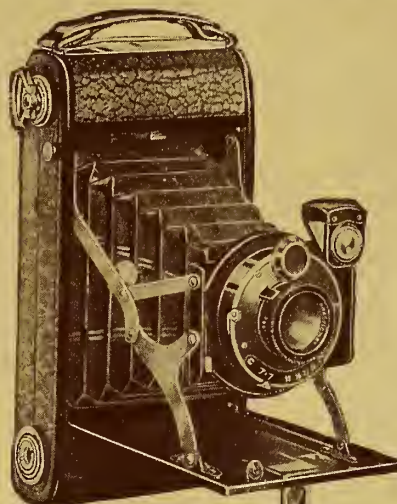
and increase net profits. **CONCENTRATION** on prices that most can afford encourages a brisk demand. Quick sales means less cost for stocking and handling, therefore quicker and bigger net profits. **CONCENTRATION** on a valued British name gives customers confidence and increases the value of your goodwill. **CONCENTRATION** on Coronets reduces the risk of investment. Coronets represent quality at a very high level and prices at their lowest.



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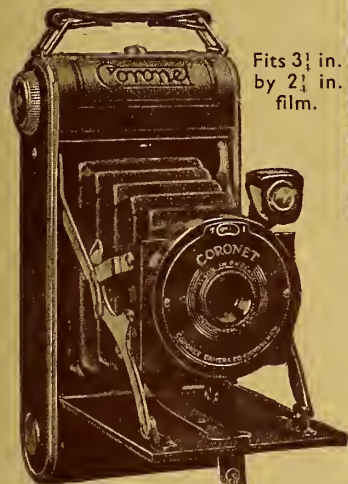
55' -



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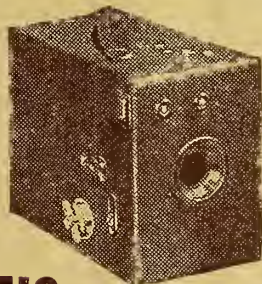
Fits $3\frac{1}{4}$ in. by $2\frac{1}{4}$ in. film.



"CORONET" 21' ACHROMATIC

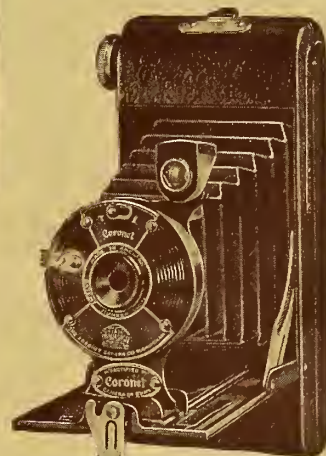
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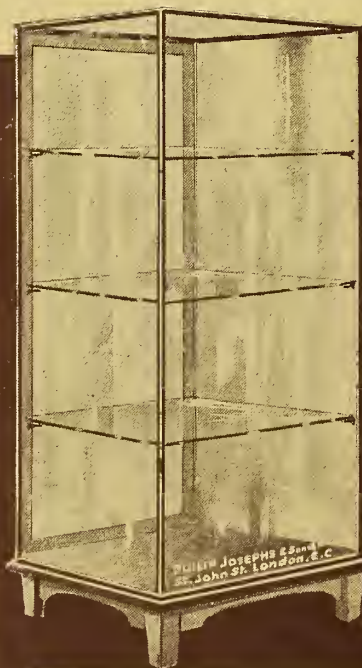
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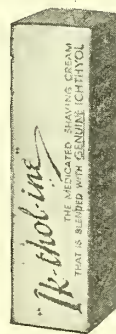
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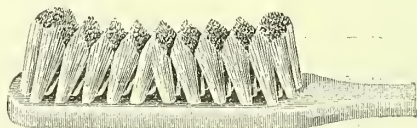
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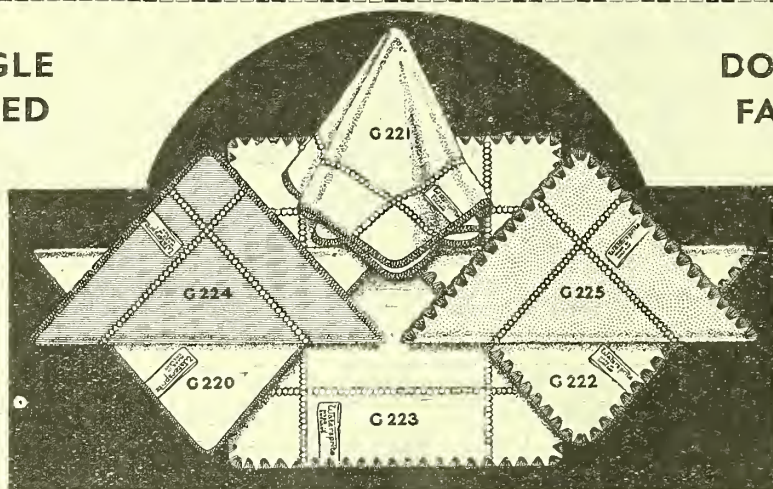
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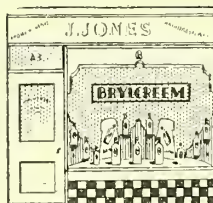
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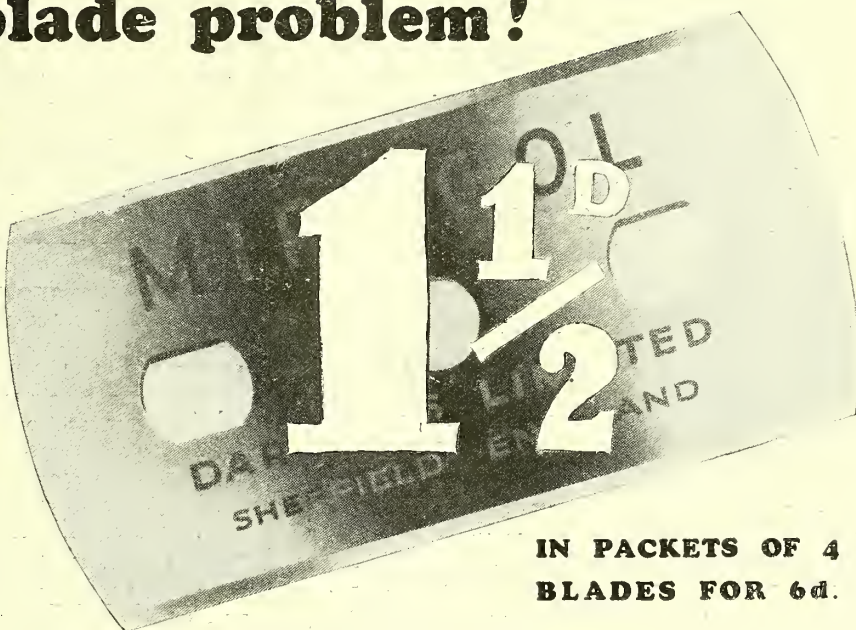
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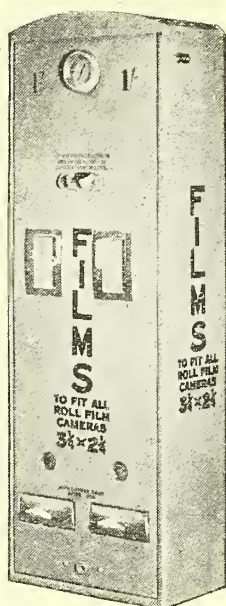
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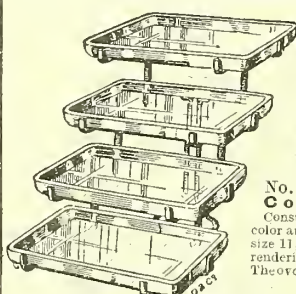
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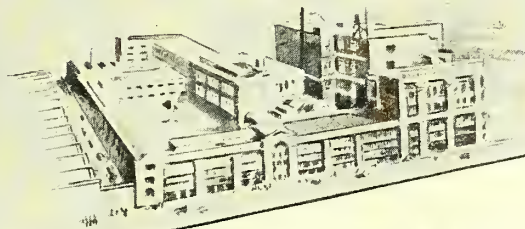
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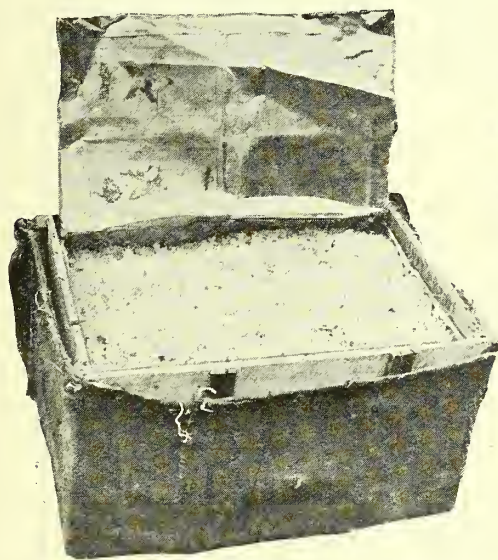
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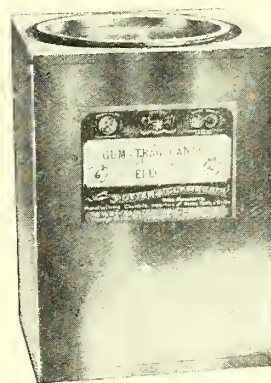


TRAGACANTH



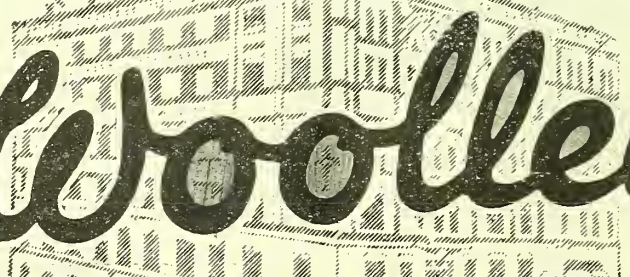
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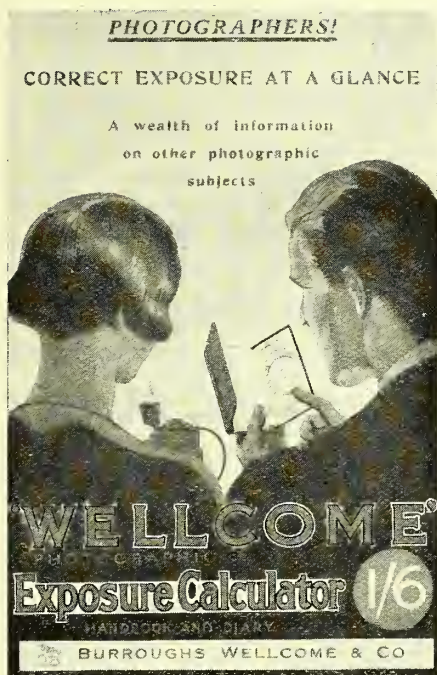
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with each dozen

A good thing is worth waiting for ! We shall very shortly be announcing the summer programme for Cucumel.

Be sure you watch out for it.

Meanwhile, the usual Cúcumel bonus is operating and booklets are still available for any customer who may be short. Just send us a post card and we will be only too happy to send you a supply of these booklets which have so enormously helped the sales during the past year.

THOS. CHRISTY & CO., 4-12 Old Swan Lane, London, E.C.4

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

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News of the Week

Fairchild Scholarship and Prizes

The date for the 1932 examination for the Fairchild scholarship and prizes has been fixed for Thursday, June 16. Application forms are now ready, and may be obtained from the Secretary to the Trustees, Mr. Herbert Skinner, c/o Fairchild Bros. & Foster, 65 Holborn Viaduct, London, E.C.1.

Inquests

An unusual case of death from burns caused by a solution of ammonia was the subject of an inquest at Twickenham on April 16. The victim was Charles Ayton, a baby aged ten months. Evidence showed that death was due to accidental splashing from a falling bottle; the coroner remarked that it was the first case of the kind in his seventeen years' experience.

At an inquest held at Barnsley, on April 14, concerning the death of Mr. Ernest Nash, Ph.C., who was found dead in the cellar of his shop at Peel Street on April 12, a verdict that he poisoned himself in a fit of depression was given. Evidence showed that Mr. Nash had suffered from depression, but Mr. Alfred Green, chemist and druggist, said that Mr. Nash had no financial worries. A medical witness stated that he found the cause of death to be hydrocyanic acid poisoning.

Contracts

The following tenders have been accepted by the bodies named:—

Bristol Corporation.—Ferris & Co., Ltd., drugs; Cuxson, Gerrard & Co., Ltd., dressings, etc.

Chesterfield Town Council.—A. Greaves & Son, Ltd., chemists, drugs.

Faversham Town Council.—Mr. E. Withers, chemist and druggist, drugs.

Birmingham

Whooping-cough is prevalent in the district.

Among local pharmacists who attended the funeral of the late Mr. F. J. Gibson, J.P., Wolverhampton (whose death was recorded in the *C. & D.* of April 16, p. 427), were Messrs. F. H. Alcock, J. W. Atkinson, E. W. Mann, Hubert Thompson and Vernon Thompson. Alderman W. Gowen Cross, of Shrewsbury, was also present.

Manchester

Councillor S. Taylor, F.N.A.A. (Thos. Tomlinson & Son, chemists' valuers, 46 Victoria Street, Manchester), has been elected chairman of the public health and baths committees of the Marple Urban District Council.

It has been decided to organise the tennis club of the Manchester, Salford and District Branch of the Pharmaceutical Society (Junior Section) on different lines. No permanent courts have been booked, but tournaments and meetings will be arranged on occasional Sundays and Wednesdays during the season. The subscription is 2s. 6d., payable to the treasurer, Mr. W. Edwards, 544 Chester Road, Old Trafford; it covers insurance of cups, secretarial expenses, etc., and will include entrance fees for the tournaments for the Cupal and Woolley cups, members paying their own court fees at the time of play. It is hoped that there will be a large membership this year and keen competition for the cups. The opening tournament will be held on May 1.

Miscellaneous

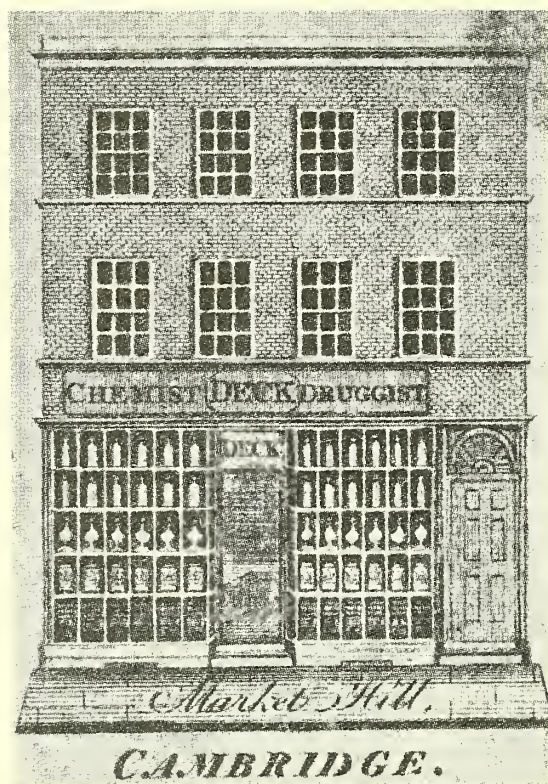
BURGLARY.—On April 16 burglars broke into the premises of the Leyton Manufacturing Co., chemical manufacturers, Leytonstone, London, E., and stole thirteen bottles of mercury, each containing 100 lb.,

and marked "R.B.13" The estimated value is about £130.

WINDOW-DRESSING AWARDS.—In connection with the window-dressing display week, organised by the Accrington and District Chamber of Trade, the following chemists received awards: Mr. Walter C. Hothersall (Oswaldtwistle); Mr. C. Taylor; Taylors Drug Co., Ltd.; Thornbers (Chemists), Ltd.

POISON-LICENCE APPLICATIONS.—Application for a licence under Section 2 of the Poisons and Pharmacy Act, 1908, has been made to the respective local authority by the following:—F. J. Barker (Barker's Hardware Stores), Potters Bar, Middlesex; G. H. Bowdler, Chester; Mr. A. H. Gliddon (W. Tarr & Sons), Minehead; J. H. Harper, Berkhamsted; Mrs. L. Hogg (Thomas Hogg & Son), Sutton, Surrey; P. H. Tonkin, Ltd., Truro; W. J. Unwin, Ltd., Histon.

AN OLD CAMBRIDGE SHOP FRONT.—The old front shown in our illustration is that of Mr. Arthur Deck, who opened this business about the beginning of the



nineteenth century. In 1840 this and several adjoining premises were destroyed by fire. The business is now carried on by a descendant, Mr. R. Deck, M.P.S., at 30 Regent Street, Cambridge.

Irish Notes

Brevities

A census return published recently states that 4,582 persons are employed in chemists' shop in the Irish Free State.

Mr. Michael J. Halpenny, Ph.C., has taken over the pharmacy of Mr. John A. Mallon, Broad Street, Magherafelt.

Mr. P. J. Fielding, M.P.S.I., Cork, has been declared contractor for medicines to the North Charitable Infirmary, Cork.

At a Londonderry inquest on the body of James Duthie, a native of London, who died from lysol poisoning, a verdict of "Suicide" was returned.

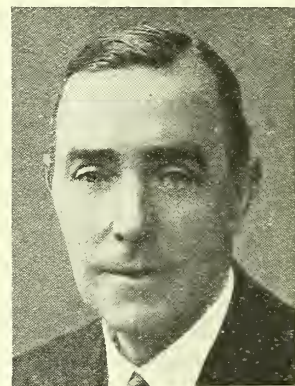
Mr. A. W. Mann, Ph.C., has been elected to the Select Vestry of St. Thomas's Parish, Belfast, and Mr. R. F. McCartney, Ph.C., to the Select Vestry of St. Patrick's, Coleraine.

It is understood that the Minister for Industry and Commerce has decided to introduce a Bill in the near future with a view to controlling the number of foreign companies which may operate in particular industries in the Irish Free State.

"Death from narcotic poisoning due to his having accidentally taken an overdose of phenacetin or medinal tablets" was the verdict of a Dundalk jury at an inquest held concerning the death of Frederick Hetherington. A medical witness stated that he found the deceased suffering from narcotic poisoning. Evidence was given that on a prescription from a doctor medinal tablets had been supplied.

Mr. William Blair, who has taken up duty as secretary of the Ulster Retail Drug Trade Association, is a happy combination of pharmacist and business man. He holds the registered druggist and pharmaceutical chemist qualification, taking the latter from the Northern Ireland Society in 1929.

An important change in Free State court procedure is announced with reference to civil bills and to proving debts in undefended cases. Hitherto the plaintiff in an action brought by way of civil bill which was undefended had to appear in court to prove his debt to obtain his decree. Now a civil bill is served on a defendant, and if within ten days no appearance is entered, judgment is recorded in the county registrar's office against him. If within six days the amount of the plaintiff's claim, together with the costs (which must be stated in the civil bill) is paid, the matter ends. This does not apply to ejectment cases.



MR. W. BLAIR

The Boards of Guardians and Hospital Committees in Northern Ireland have completed the placing of the annual contracts for the supply of medicines and appliances. The following obtained contracts for medicines:—B. Clarke & Son (Ballymena and Banbridge); J. Clarke & Co. (Successors), Ltd. (Coleraine and Newtownards); F. Storey, Ltd. (Armagh, Ballymoney, Ballycastle, Belfast, Dungannon, Downpatrick, Lisnaskea, Lisburn, Lurgan); R. Sumner & Co., Ltd. (Antrim, Cookstown, Clogher, Kilkeel, Larne, Londonderry, Omagh, Strabane); S. Connor & Sons (Newry). The following obtained contracts for medical and surgical appliances:—J. Clarke & Co. (Successors), Ltd. (Antrim, Armagh, Ballymena, Ballycastle, Ballymoney, Banbridge, Clogher, Coleraine, Cookstown, Dungannon, Enniskillen, Lisnaskea, Lurgan, Omagh, Strabane); S. Connor & Son (Newry and Magherafelt); F. Storey, Ltd. (Downpatrick, Lisburn and Belfast).

Belfast

At the annual meeting of the Ulster Tourists' Development Association in Belfast, on April 14, Mr. Fred. Storey (president of the Chemists' and Druggists' Society of Ireland) was elected a member of the Council.

At Belfast Police Court, recently, the Dental Board of the United Kingdom prosecuted Alexander A. Urquhart, Donnybrook Street, for practising dentistry while not being registered and for holding himself out as practising and being prepared to practise. Mr. Tughan said the defendant had had great financial difficulty lately. He intended to pay the subscription. The Court adjourned the case for four weeks in order to see what view the Board would take in the matter.

Scottish Notes

Brevities

Messrs. J. & D. Philp, sons of Mr. D. Philp (T. & H. Smith, Ltd.), have commenced business in High Street, Dunbar, under the name of J. & D. Philp, chemists and opticians.

Mr. W. Meldrum, chemist and druggist, protested recently when several Rothesay traders applied to the Town Council for licences to sell agricultural and horticultural poisons. The licences were granted.

A competition held at Turnhouse, under the auspices of the Edinburgh Chemists' Golf Club, on April 13, resulted as follows:—*First class*, (1) R. D. Douglas; (2) A. Henderson; (3) W. A. M. Hourston. *Second class*, (1) G. W. Mangano.

Business Changes

H. A. C. THOMAS & CO., LTD., chemists, have opened a pharmacy, to be known as the Avenue Pharmacy, at Llanelly.

MR. JOHN E. MORRIS, chemist and druggist, has taken over the business of Mr. F. Tidswell, chemist and druggist, 104 Harvest Lane, Sheffield.

MR. JOHN CAMPBELL, chemist and druggist, has purchased the business of Mr. A. A. Porteous, chemist and druggist, Union Bank Buildings, Lerwick.

MR. W. BRIMS, chemist and druggist, has purchased the business of the late Mr. J. A. Small, chemist and druggist, 13 Comely Bank Road, Edinburgh.

THE business lately carried on by Bruce & Co., chemists, 5 The Parade, Maidenhead, has been taken over by Mr. G. Loxton Grinstead, chemist and druggist.

SELECTA MFG. CO., LTD., 29A Bartholomew Close, London, E.C.1, have purchased as from March 1 the business hitherto carried on at 461A Caledonian Road, N.7, under the title of The M. & H. Chemical Co.

Coming Events

Monday, April 25

Thames Valley District Pharmacists' Association, Kingston Hotel, Kingston-on-Thames, at 8.45 p.m. Annual meeting.

Wednesday, April 27

Liverpool Chemists' Association and Branch of the Pharmaceutical Society. Visit to North Regional Broadcasting Station at Moorside Edge.

National Association of Women Pharmacists, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Social and annual meeting.

Pharmaceutical Society of Great Britain, Exeter and District Branch, Royal Clarence Hotel, Exeter, at 7.15 for 7.30 p.m. Annual dinner.

Thursday, April 28

Liverpool School of Pharmacy, Old Students' Association, at 8.45 p.m. Annual meeting.

Topical Reflections

By Xrayser

Financially

the Pharmaceutical Society appears to have ended the past year in a substantially better position than the year before, though its income was appreciably less for 1931 than for 1930. Members' subscriptions were up and life compositions were trebled, but student-associates continued to dwindle in number with a reduction in the total of their contributions (*C. & D.*, April 16, p. 431). Examination fees showed a modest increase, as also did the registration fees of apprentices or students, while there was quite a considerable falling off in the receipts from sales of the British Pharmaceutical Codex. On the other hand, savings were effected in various directions, but it is significant to observe that there was a big increase in the amount charged to the Branch Organisation Fund. As a matter of fact this particular item was nearly doubled last year. Law costs were also greater, and it looks all the good, therefore, that it should have been possible to allot a substantial balance to the accumulated fund of the Society, whereas the previous year it was necessary to deduct the amount of adverse balance from that fund.

Mr. Simmons

has explained at Manchester why he voted against the proposal to admit members of the Pharmaceutical Society to meetings of the Council (p. 432). He pointed out, we are told, that there is very little spare room in the Council Chamber. Judging from my recollection of the place, I should doubt if there is any "spare" room when the Council is in session, with officials in attendance and reporters also in evidence. According to my advices, none of the members of Council was seriously opposed to the introduction of an increased auditory.

Another Point

in the speech of Mr. Simmons was his expression of disagreement with your recent statement that

the Council is still content to play second fiddle to the medical education authority in the matter of the standard of the Preliminary examination. His explanation throws a little more light on the subject, but what many of us would much like to have explained is why the raising of the Preliminary standard to that of the matriculation or university entrance examination is postponed until 1936? Surely there could have been no particular hardship for anyone if this advance had been planned for next year or the year after. But Mr. Simmons may be able to furnish some quite good reason for the delay in raising the standard for our entrance examination to such a point that the general education of the future chemist and druggist will be at least as good as that of any of his clients or customers.

"Unfair Advertising"

is hardly a strong enough term to apply to the all-too-common methods adopted by the introducers to the public of new proprietary lines. In my opinion it is distinctly offensive to find it stated at the end of an advertisement in a daily newspaper that the preparation can be obtained from this, that, and the other drug company's branches, and from other good-class chemists. Sometimes the wording is even more offensive, and I need hardly say that this kind of thing does not predispose me to stock any of the preparations in question. One of your correspondents has been fortunate in securing a promise that the practice of which he complained should cease (p. 442); but many manufacturers are difficult to convince that the drug companies' shops do not constitute the majority or the most important of the chemists' shops in the country, and they are apt to put on an air of superiority when tackled upon the subject. Possibly a flood of postcards from a fairly large number of us, protesting against the thrusting upon us of an inferiority complex, might have some effect in even the worst cases.

Legal Reports

Aspirin Tablets.—At Old Street Police Court, London, on April 19, Rachel Keller, Bonner Street, E., was summoned for selling aspirin tablets which contained sodium sulphate to the extent of 65.3 per cent. Mr. W. G. Jenkins, who prosecuted for the Bethnal Green Borough Council, said he understood the defendant would not be there, but had written to the Court pleading "Guilty" to the offence. Tubes of aspirin tablets were displayed by the defendant, and it was stated that each tablet contained 5 gr. of aspirin, whereas they contained only 1 gr. Mr. Jenkins said that where a person was in the habit of taking aspirin tablets containing only 1 gr. he could take a quantity at one time; but if he went to another shop and bought tablets containing 5 gr. and took them in the same quantity, there might be trouble. Mr. A. E. Parkes, public analyst, stated that the tablets contained only slightly over 1 gr. The Magistrate: Ought they to contain any sodium sulphate?—None at all. A fine of 30s., with £3 10s. costs, was imposed.

Dutiable Medicines.—At Westminster Police Court, London, on April 20, the Society of Herbalists, Ltd., Bruton St., W.1, was summoned on twenty-four counts for having sold dutiable medicines not properly stamped, for the non-existence of licences, and for having in their possession herbs prepared for the purpose of being mixed with tobacco. Mr. A. Morley, who appeared for the defence, pleaded "Guilty." It was stated for the prosecution that the Society sold herbs, and, it was alleged, medicines and pills, and contended in its literature that those herbs and medicines cured complaints and disorders. It was found that certain articles when purchased were unstamped. A warning was given, but in spite of that, at all the company's three sets of premises medicines were constantly being sold and the law deliberately ignored. A licence had been held in respect of the shop in Baker Street, W.1, but not for the others. The magistrate remarked that it was the duty of the Society to become acquainted with the position; he imposed fines and costs amounting to £147 11s.

Pharmacy Acts.—In Bloomsbury County Court, London, on April 14, before Judge Bairstow, the Council of the Pharmaceutical Society sued Arthur W. Brett, Finborough Road, Earl's Court, S.W., to recover the sum of £10, being two penalties for alleged infringements of the Pharmacy Act, 1868, Section 15. It was alleged that he sold a bottle of medicine and a bottle of lysol, the former containing tincture of nux vomica. It was also alleged that the defendant had taken and used the name "druggist," to which he was not entitled, he not being a duly qualified man. Mr. Quarrell appeared on behalf of the Society, and the defendant appeared in person. Miss Margaret Dick, an inspector in the employ of the Society, gave evidence of purchase. The witness added that she picked up a bottle in the shop on which was inscribed, "Brett, Cash Druggist." She noticed a sign on the counter with the word "druggist" on it, and it appeared to her as though it was about to be erected. The defendant said that he did not dispense the prescription on the premises, but had sent out for it. Mr. Charles Edwin Corfield, B.Sc., Ph.C., said he analysed the contents of the bottle of lysol, and found it to contain 43.3 per cent. of carbolic acid and its homologues. He also analysed the medicine, which contained 0.0073 per cent. of strychnine. The judge pointed out that a specific percentage of strychnine was given in the First Part of the Schedule, and yet in Part II all poisonous preparations were included. It seemed to him unnecessary to give any particular percentage in Part I, as they all came under Part II. The defendant, giving evidence, said that on the question of describing himself as a cash druggist, he was unaware that it was illegal. He thought it was a natural thing for a drug storekeeper to describe himself as a druggist. Judge Bairstow: It seems a fairly intelligent idea. A man who sells drugs is a druggist, surely? Mr. Quarrell said that under Section 15 of the Act it was an offence to take or use the name of chemist and druggist, or chemist or druggist. Judge Bairstow (to

Mr. Quarrell): I do not think you ought to press for more than one penalty in this case. He only called himself a druggist in this one instance. Mr. Quarrell: I am sorry, your honour, but I cannot withdraw. Judge Bairstow: What is the sense in putting a restriction at all in the First Part of the Schedule, if there is another section which includes everything? I say it is nonsense. Mr. Quarrell: Strychnine is a poisonous alkaloid, but if your honour rules against me on that point I will say no more. Judge Bairstow: I cannot avoid the penalty on the bottle of lysol, but I do not think it would be reasonable to give two penalties. Mr. Quarrell: I submit that your honour has no jurisdiction but to do otherwise. Judge Bairstow: Well, I will try. I am only going to give you one penalty of £5, and do not give you any leave to appeal. Mr. Quarrell: It is not necessary to ask for leave to appeal. Judge Bairstow: That may be so, but I am not satisfied that upon the other claim there was such a user of the term "druggist" as to bring it within the Act. I do not think this Act was intended for cases such as this. There will be judgment for the plaintiffs for £5 only, and costs.

In the same court, the Council of the Pharmaceutical Society brought an action for the recovery of two penalties of £5 each against G. W. H. Spedding, High Street, Peckham, S.E. The plaintiffs alleged that the defendant kept open shop for retailing, dispensing and compounding poisons, in that he sold a bottle of Vapo Cresolene. The defendant had also exhibited the name or title of chemist at 22 Commercial Road, Peckham, he not being a registered chemist and druggist or pharmaceutical chemist. Mr. Quarrell appeared on behalf of the Society. Miss Marjory Marrable, an inspector in the employ of the Society, gave evidence of purchase. On the same date, the witness said, she purchased a packet of boracic crystals at 180 High Street, and the name on it was that of Mr. Spedding, who described himself as a chemist. Mr. Charles Edwin Corfield, B.Sc., Ph.C., stated that he found the Vapo Cresolene to consist entirely of liquid carbolic acid. The defendant, giving evidence on his own behalf, said he had only one bottle of Vapo Cresolene in the shop, and when the inspector walked in she asked him to oblige her with a bottle. Dealing with the second offence, the defendant said that he did not intend to carry on with the name "chemist," but the printer made a mistake. He had written to the printer in question and asked him to be present, but he was not there. Mr. Quarrell: On July 6 last, were you fined £5 in this Court before the learned registrar for using the title chemist?—I am not aware of it. Mr. Quarrell: Nor that you paid the penalty into Court?—I was fined for something. Judge Bairstow: You don't know what it was for?—No, but I don't think it was for using the name "chemist." Mr. Quarrell: On June 1, 1931, do you remember being fined 20s. and 20s. costs at Lambeth Police Court for selling poison?—Yes. Mr. Quarrell: And on January 21 of this year, do you remember being fined £5 and costs before the learned registrar for another offence against the Pharmacy Act, for selling a poison, lysol?—Yes. Mr. Mean, for the defence, said the defendant had offered to pay the costs and settle the matter if the Society would take it that the second offence was not wilful or intentional. The plaintiffs were not in a position to do this, and so the defendant thought it best to try and vindicate himself. Judge Bairstow gave judgment for the plaintiffs for £10, with costs.

In Wandsworth County Court, London, recently, the Pharmaceutical Society obtained judgment in the sum of £5, with costs, against Mr. C. J. Scott, an unqualified assistant to Mr. I. C. S. Wood, chemist and druggist, High Street, Mortlake, for having sold lysol. It was stated that the amount of the claim had been paid.

In Windsor County Court, on April 13, the Pharmaceutical Society succeeded in an action against D. Bruce & Co., Ltd., The Parade, Maidenhead, for the illegal use of the title "chemist."

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

JOHN R. LINDSAY, LTD. (P.C.).—Capital £200. Objects: To carry on the business of chemists and druggists, etc.

THOMSON'S CASH CHEMISTS, LTD. (P.C.).—Capital £500. Objects: To acquire the business of a druggist carried on by C. H. Davies at 10 Charlton Buildings, Bath.

A. C. JENKINS (HOXTON), LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, herbalists, photographic dealers, etc. R.O.: 264 Hoxton Street, N.1.

ASHBROOKS (1932), LTD. (P.C.).—Capital £5,000. Objects: To acquire the business of chemical, colour and dye manufacturers carried on by Ashbrooks (1920), Ltd., at Wood Mill, Woodley, Ches.

MEADS WEMBLEY PHARMACY, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of chemists, druggists, opticians, dealers in photographic materials, etc. R.O.: 2 Monks Park Parade, Wembley.

SUNSHINE PHARMACY, LTD. (P.C.).—Capital £500. Objects: To carry on the business of chemists and druggists, manufacturers of and dealers in patent and proprietary medicines. R.O.: 145 North End, Croydon.

HEXAMINE, LTD. (P.C.).—Capital £25,000. Objects: To carry on the business of chemical and general engineers, manufacturers of chemical and other products, etc. R.O.: 22 Buckingham Gate, Westminster, S.W.1.

J. T. BOUTHORN, LTD. (P.C.).—Registered in Edinburgh. Capital £750. Objects: To carry on the business of wholesale and retail chemists, drug store proprietors, etc. R.O.: 263 Alderman Road, Knightswood, Glasgow.

WAVELL & CO., LTD. (P.C.).—Capital £1,500. Objects: To acquire the business of chemists and druggists carried on as "Wavell & Co." at 328 Vauxhall Bridge Road and 182 King's Road, Chelsea, S.W., and to adopt an agreement with H. S. Pegg.

LUCKSTONE CO., LTD. (P.C.).—Capital £20,000. Objects: To acquire the business of manufacturers of and dealers in toilet preparations and cosmetics carried on by Ida C. M. J. I. O. Gordon-Stables. Solicitors: Boyce, Evans & Sheppard, 14 Stratford Place, W.1.

A. L. ARNOLD & CO., LTD. (P.C.).—Capital £11,000. Objects: To carry on the business of manufacturers of and dealers in chemicals, fine chemicals, acids, gases and disinfectants; to institute and conduct scientific research work in connection with the extermination of vermin in ships and buildings, etc.

C. R. HARKER, STAGG & MORGAN, LTD.—A meeting of creditors will be held at Winchester House, Old Broad Street, London, E.C., on April 26, at noon.

ILFORD, LTD.—Interim dividends declared on six per cent. preference shares and 6½ per cent. "A" preference shares for half-year to April 30, payable on May 2 next.

LETRIK, LTD.—At a meeting held in London on April 12 it was resolved that this company be wound up voluntarily. Mr. C. E. Dalley, 1 Bird-in-Hand Court, Cheapside, E.C.2, was appointed liquidator.

BRITISH OXYGEN CO., LTD.—Dividend on the ordinary shares for the year 1931 of 3 per cent., or 7.2d. per share, payable, less tax. The dividend is payable on a capital of £1,194,120, as increased on the acquisition of Allen-Liversidge, Ltd., and compares with a dividend for the nine months to December 31, 1930, of 6 per cent. on a capital of £771,870.

BARCLAY & SONS, LTD.—The profit for the year 1931, including £2,440 2s. 4d. brought forward, is £7,834 12s. 1d., out of which has been paid interest on debentures, £639 18s., leaving a balance of £7,194 14s. 1d., which the directors recommend should be applied as follows:—To pay a dividend at the rate of 7½ per cent. on the preference shares (less tax), £2,623 10s.; to pay a dividend at the rate of 7½ per cent. on the ordinary shares (less tax), £1,437 16s. 6d.; to reserve for income tax, £200; to write off capital expenditure, £236 0s. 4d.; to carry forward, £2,697 7s. 3d. Mr. Hayward Montague Davenport, the retiring director, offers himself for re-election.

Bankruptcy Reports

James Wallis Stott, 10 Jumbles Crag, Mixenden, Halifax, Yorkshire, late 97, Gibbet Street, Halifax, herbalist. The first meeting of creditors was held at the Official Receiver's Office, Hallfield Chambers, 71 Manningham Lane, Bradford, on April 18. According to the statement of affairs submitted the deficiency amounted to £77. The case being a summary one was left in the hands of the Official Receiver, as trustee.

C. & W. R. Honeywill, 98 Great Tower Street, London, E.C., produce merchants.—In the London Bankruptcy Court, on April 7, an application was made to Mr. Registrar Warmington for the discharge of Constantine Honeywill, who was adjudged bankrupt on December 9, 1930. In opposing the application, the Official Receiver submitted and reported that the debtors' assets were not of a value equal to 10s. in the £; that he had omitted to keep proper books of account; that he had continued to trade with knowledge of insolvency. His Honour suspended the discharge for six months.

Private Arrangements

H. M. Wark, New Edlington, near Doncaster, chemist and druggist.—At the meeting of creditors, held recently at Doncaster, the statement of affairs showed liabilities of £970 1s. 4d., all due to unsecured creditors. After allowing £25 4s. for preferential claims, the net assets were £849 16s., or a deficiency of £120 5s. 4d. The assets comprised shop fixtures and fittings, £75; household furniture, £25; stock, £650; good book debts, £100; and doubtful debts, £85, expected to produce £25. The deficiency account showed that in January, 1931, the liabilities exceeded the assets by £157, but since that date there had been a net profit on the trading of £225, whilst the drawings had amounted to £189. It was decided that a deed of assignment should be executed to Mr. H. Moon, C.A., of Doncaster, with a committee. It was also decided "that the creditors be recommended to accept a composition of 10s. in the £, payable within 18 months, should same be forthcoming, and that the business be carried on for a period of nine months, when the position will again be reviewed."

Gazette

Partnerships Dissolved

DAVIS, H. V., and BAIRD, D. G., 36 and 37 Northbrook Street, Newbury, Berks, chemists, druggists, and oil and colour merchants, under the style of Henry Davis.

BELSHER, H. E., and YARDLEY, J. J., 774 Broadway, Becontree, Essex, King's Road, Fulham, London, 6 Bathurst Walk West, Iver, Buckinghamshire, 9 Oxlow Lane, Dagenham, Essex, and 82 Dagenham Road, Romford, Essex, under the style of Yardley & Co.

Making the Most of Photography

By Ernest Skues, M.P.S., President of the Photographic Dealers' Association

THERE are many reasons for the sale of photographic materials as part of a chemist's business. The training of a pharmacist assures an understanding of the fundamentals of photography, and of the chemical processes upon which developing, fixing and other operations depend, while the busy period in photographic business coincides with the quieter period in the general business of a pharmacy. Chemists have done more than any other traders to encourage the sale of such goods, and an amateur photographer in a strange town looking for the materials he requires will look for the nearest chemist as a likely source of supply. Chemists therefore have considerable advantages over other types of trade which should help them in establishing a remunerative photographic-dealing business, but they also suffer certain disadvantages, and these must be considered and overcome if full use is to be made of the opportunities which the business affords. These disadvantages, to my mind, are mainly:—

- (1) The tendency to treat photography too much as a side-line.
- (2) The lack of adequate display space both in window and shop.
- (3) The lack of time or disposition or correct mental attitude to sell high-priced apparatus.

With regard to the first of these, it is a difficulty which arises from the trend of modern training methods. One of the greatest bugbears of the chemist's life and one of the greatest obstacles to meeting competition from other traders, is the tremendous variety of stock in proportion to turnover he has to carry. Stock-keeping is becoming increasingly difficult as time goes on, and most chemists have innumerable articles, proprietary and otherwise, in stock for which there is only a very small demand. Many of these are seasonal lines which are brought forward and displayed only during the appropriate time of the year. Many others will not sell to any extent at any period unless they are displayed and "pushed." Window and counter show space being limited, the chemist can only display a very small portion of the variety of the stock that he carries, and it is only natural therefore that he should select those articles which yield the best immediate results. He is very disposed to treat cameras, films and other photographic supplies just like other seasonal proprietary articles and show them or take an interest in selling them only during the summer. Despite the handicap of its seasonal nature, photographic dealing can be made into a profitable business in itself, but only if it is taken seriously and not treated as a merely seasonal side-line.

The Need to Specialise

A chemist whose interest in photography is confined to stocking a few dozen films and sundries in popular demand and selling them as he sells tooth-paste or shaving sticks, is only adding to the problems of stock-keeping and display without the chance of increasing his business by a worth-while amount. The great bulk of the photographic business goes to those dealers who specialise in it, and the sales manager of a well-known photographic manufacturer has stated that over 70 per cent. of the retail business done in this country is done by less than 30 per cent. of the dealers on the approved list. The fact that relatively few dealers take any active interest during the winter months is an important contributory factor to the huge difference between the summer and winter business here as compared with Germany and the Continent generally. In those countries, where the bulk of photographic dealing is in the hands of dealers who make it their main business, the falling off in winter business is very much less marked than here. The difficulties which prevent the average chemist from maintaining his interest in photography throughout the year have already been touched

upon, but nevertheless they must be overcome by those who wish to make the most of photographic dealing. One of these difficulties is that referred to in the second point above, namely, lack of adequate display facilities, for more space is necessary than many chemists are prepared to give. Photographic goods depend more upon window display for sales promotion than do most other lines a chemist sells. The showing of tooth-paste or shaving sticks in a chemist's window will not induce more people to brush their teeth or shave their chins. It serves merely as a reminder to people who may be already in want of such things, and it may induce some people to buy from that particular shop who might otherwise buy elsewhere. An interesting display of cameras, however, has an additional pull in having some creative effect; it can help to create the desire to possess a camera in those who do not already possess one, or the desire for a better camera in those who possess one already. Photography, as a hobby, is competitive, in its claims on the public, with all other hobbies. The average man or woman can afford only a limited amount to spend on hobbies, and his choice is influenced in no small degree by the publicity which various hobbies receive. Such money as is available may be spent on tennis, golf, motoring, gardening, cinemas or a hundred and one other things, but the prominent and insistent display of cameras in addition to the publicity which photography receives through manufacturers' advertisements, newspaper competitions and other means may easily be the deciding factor in attracting money towards the purchase of cameras or other photographic supplies which might otherwise have been spent on other pastimes or hobbies. Furthermore, the sale of a camera is not the sole object of a camera display, for the camera customer almost invariably becomes a customer for films and for developing and printing. The purchaser of a box camera at 12s. 6d. has only to use six spools of film, and to have these developed and printed, for the dealer to more than double the profit made on the camera sale. Again, the purchaser of a cheap camera is always a potential customer for a better one later on, as well as for many sundries and accessories; he is a convert to the cause, and if properly handled will usually become a regular and profitable customer. Camera selling is the basis of all photographic business, and it is therefore necessary for those who would make the most of photographic dealing opportunities to concentrate first and foremost on the sale of cameras.

Suggestions for Displays

The important influence of prominent display has already been mentioned. A definite space should be allotted for photographic display both in window and shop. It may be necessary or expedient during the winter months to reduce the space, but at least let it be definite and exclusive. Cameras should always be included not only because they are the foundation and bedrock of all photographic business, but also because they typify the dealer who specialises. Every non-photographer is a potential camera customer, and every camera owner is a potential purchaser of a better one. The method of display is worthy of some thought. The cheaper forms of box and folding cameras should be made attractive to non-photographers by cards with simple descriptions, such as "Take pictures this size" (with sample), "Daylight loading," "Requires no focusing," "Films for eight exposures cost only 1s.," whilst the more expensive apparatus should have more technical description of lens aperture, shutter speed, or other special feature. The accessories and materials which support the camera display will vary according to the season, and should always be ahead of the season and not behind it. Keep albums on show from August up to Christmas at least, to catch people returning with

holiday snaps and others who only think of albums during the winter months. Show goods to encourage winter interest, such as flashlight apparatus and high speed films as early as September, and do all you can to continue the summer interest in photography before the camera has been put away and photography forgotten until the following year. Home ciné apparatus is a great help towards this end, and should be given every possible encouragement. Modern 9.5 mm. apparatus is very efficient and reasonably priced, and forms a useful stepping-stone to the more elaborate 16 mm. models.

Selling Higher-priced Apparatus

In this connection the third point arises—the difficulty of selling higher-priced apparatus, by which is meant anything better than cheap box cameras. Apart from stock, display and knowledge of the goods, two other things are necessary, namely, time to devote to a prospective customer, and the attitude of mind which permits the dealer to think in pounds and not in pence. The normal business of a chemist with a brisk counter trade has relatively low average purchase per customer, and this has two effects: first, it requires that customers shall be served with reasonable rapidity to allow of an adequate turnover, and secondly, it is very apt to produce in the mind of the salesman—whether he be proprietor or assistant—the impression that it is useless to attempt to sell anything costing more than a few shillings. The time factor is not easy to solve, for there can be no doubt that one must be prepared to give up a considerable amount of time to camera customers. Compared with the resulting profit the time required is no longer than for many other articles sold by chemists, particularly when the consequent sales are considered, but for a chemist with a small staff and a dispensing and counter business he may well feel that the interference caused to his normal business is not justified by the results. That is a question which only an individual can decide for himself, but it is a difficulty which must be overcome to make the most of photography. The question of mental attitude can be more easily overcome by anyone who realises that he is possessed by it. If he will look at the price tickets in the neighbouring wireless, gramophone and sports outfitting shops he will readily appreciate how much the people in his neighbourhood are willing to spend on their hobbies, and would be equally willing to spend on photography if their interest could be turned in that direction.

Salesmanship in photographic goods affords endless opportunities for the enthusiast, but nobody will make a first-rate salesman unless he is an enthusiast. It may be said that no photographic sale is ever complete; it is a means of stimulating or renewing the interest of the purchaser and so leading on to other and better sales. Opportunities for companion sales exist galore, and every extra sale properly made will increase the interest and keenness of the purchaser. How many sales of cameras have been made without the customer being even shown a case in which to carry it? How many customers have been dissatisfied with blurred results due to camera movement, but have never been offered a tripod? And how many have had indifferent results due to under- or over-exposure, but have never had explained to them the usefulness and low cost of an exposure meter?

The Developing and Printing Service

is an important and profitable section of the business. The pros and cons of whether to do the work oneself or send it to a trade finisher are too lengthy to enter into fully here, but generally speaking, unless a chemist is exceptionally placed or has special knowledge of modern D. and P. methods, he will be well advised to send his work out to a recognised trade worker. The prime essentials in either case are first, good quality work, and second, punctual and reliable service. Many of the bigger finishers can now guarantee both, but a large number of the smaller workers, though they may produce excellent "specimens" and keep up a satisfactory service both as to quality and time during the quieter periods, will break down disastrously during the busy season just when the opportunity for increasing business

is greatest. Good quality work is important for three reasons: first, because it produces the ultimate result so far as the customer is concerned of his purchase of a camera and of his effort to use it; secondly, because it is only by seeing the results that good quality work can produce that the customer can be educated to appreciate quality and thereby be led to take his hobby more seriously; and thirdly, because good quality work and nothing else will enable the dealer to stand up against cut-price merchants and something-for-nothing schemes. If therefore you know a finisher who gives good work and service at standard prices and discounts, do not be persuaded to change from him to another for the sake of lower price or greater discount. In no sphere of competition is price cutting easier, and in none is it more prone to lamentable results both for the dealer and his customer. Taking in D. and P. orders gives a good opportunity for compiling a mailing list—the name must be taken in any case, and it is very little more trouble to take the address also, if the customer is not already known. The usefulness of a mailing list of customers known to be interested in photography is obvious. Handing out completed D. and P. orders gives another glorious opportunity for the salesman. The wallet should be opened and the prints shown before being handed over—not merely to make quite sure that the order is correct, but to give an opportunity of taking an order for further reprints or enlargements. Enlargements of most subjects look better on cream paper and sepia toned, and the price is not much more—sepia toned enlargements look better when artistically mounted—mounted enlargements look better still when passe-partout framed, and so on—if not *ad infinitum* at least through a sequence that is very frequently never suggested. Also an examination of a customer's prints affords the opportunity of introducing other accessories, such as portrait attachments, colour filters or faster films, or of explaining the advantage of wider aperture lenses or higher speed shutters.

The Real Amateur

Another avenue of additional sales which is of very great importance is the sale of apparatus or materials which encourage the amateur to do some part of the processing for himself. It may be argued that it is bad policy to do this, because it will ultimately result in the loss of D. and P. orders, but even if it does so (in point of fact this happens only occasionally) it is good policy in the long run if it converts a snapshotter into a serious worker. After all, an amateur whose sole interest lies in pressing the button and paying for the results is apt to get tired of photography very soon—it never becomes a hobby—and as soon as the novelty has worn off his interest is lost, until next season at least, and possibly for ever. If, however, he can be persuaded to do some part of the work himself he will be far more likely to become a serious photographer, to try to do better work and to aim at pictorial effect, and far less likely to put his camera away in September and forget it until the next summer holidays. Such things as water-colour material, sepia toning compounds, art mounting papers and outfits, passe-partout framing materials are easy stepping-stones in this direction. Text-books of various kinds will now have a new appeal, and later on those processes should be introduced which are not usually undertaken by the trade finisher, such as carbon or carbro or bromoil. Here the amateur gets an opportunity of expressing his artistic sense and of finding some of the possibilities of photography entirely unknown to the average amateur. Encourage entering for the various competitions in newspapers or photographic journals, particularly those in the excellent monthlies issued by photographic manufacturers. Lastly, do not regard the serious worker as being too much trouble to be worth encouraging; they do give trouble, and it requires time and patience, as well as sympathetic understanding to satisfy their requirements. They are discriminating people, however, and appreciate a dealer who knows his job; they usually maintain their interest in photography throughout the year, and they help to build a type of business which increases the goodwill of the dealer and is not readily lost to a competitor.

The Position of Colour Photography

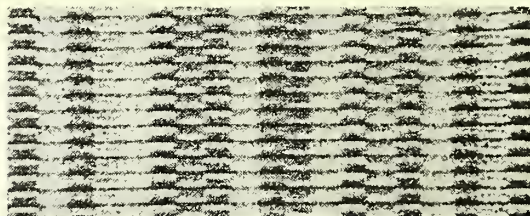
By T. Thorne Baker, F.Inst.P., F.R.P.S.

AT first sight, colour photography seems just about where it was twenty-five years ago, when the early Autochrome plates, manufactured by Messrs. Lumière, of Lyons, caused such a stir in the public mind. I was sent out by the late Lord Northcliffe, on the announcement of the invention, to see on what terms it could be "bought up," and although the inventors were amused at the idea of parting with their new baby, they gave me a liberal demonstration of the process, and I came home armed with a number of exquisite examples of natural colour photography which to-day have never been excelled. What has transpired in this quarter of a century that has followed? And what can we tell the man who to-day asks: "What have you got in the way of colour photography?" The "Times" is publishing colour snapshot reproductions in its weekly edition from time to time. Other newspapers will, of course, follow. This will mean a market for topical photographs in colour, taken by the amateur. The stimulus of a commercial outlet will give a new complexion to amateur photography. The screen plate process, by which coloured transparencies on glass can be taken in any plate camera, is, of course, well known. Improvements have been made quite recently, in the sensitiveness of the emulsion—so that shorter exposures can be given. The quality of the screen plates made by both the Agfa and the Lumière processes has improved. The fact remains that, except in brilliant sunshine, snapshots cannot be taken with these plates, and the use of a stand camera is therefore necessary. If half a second's exposure at $f/8$ will secure a good result mid-day in June, it may be argued that a fifteenth of a second at $f/3$ is equivalent, and that therefore snapshots are possible. But few amateurs can take a good photograph at $f/3$, even with the finest lens. The royal road to success with screen plates is to use a small stop, $f/8$ or $f/11$, and give ample exposure, using a tripod. The snapshot must be left to the more experienced photographer, equipped with a lens working at $f/3$ or $f/4.5$ at least. The screen plate consists of a very fine-grained panchromatic emulsion coated on top of a matrix consisting of millions of minute coloured grains, units or areas—blue-violet, green and red mixed in the correct proportion to form a neutral grey. The coloured grains are light filters, and this being the case it stands to reason that we are losing the light which the filter absorbs. Hence the matrix can only pass a proportion of the incident light. This may vary from 10 to as much as 35 per cent., according to the process. We may say that on an average, three-quarters of the light from the lens is absorbed by the matrix. Hence the screen plate must require four times the exposure of an ordinary plate. We must add to this the increase in exposure required by the compensating filter used in front of the lens, because any screen plate requires the use of an orange filter. This adds on, say, 100 per cent., to the already four times increased exposure.

Colour Cinematography

These points have been dealt with at some length to show how impossible it is to promise screen-plate photography at any time as fast as black and white work. It can't be done. By super-sensitising (bathing plates for three minutes in 1 per cent. of 0.920 ammonia and drying quickly in warm, dust-free air at 80 to 85° F.) the speed can be put up three and a half times, though the bathed plates will not keep more than seven or eight days. It is to be noted that Autochrome flat films for colour photography are on the market, and there is some possibility of roll films following them, of one make or another. So far there is no prospect of any paper on which prints can be made from colour transparencies by the amateur, but quite good copies of the transparencies can be made on the plates themselves, as dupli-

cate transparencies. These processes are known as additive, and to them must be added the optical process of colour cinematography put on the market by Kodak, Ltd., under the name of Kodacolor. In this process the film base (non-inflammable) is embossed with several hundred parallel lines to each inch, which act as miniature lenses to the emulsion which is coated on the opposite side. A filter made up of three parts, blue-violet, green and red, is placed at a critical distance from the



lens, and the lenticular rulings have the effect of producing three primary images in the emulsion, microscopically intermingled. A section of film, greatly magnified, is seen in the illustration. When such a film is projected on to a screen, through a similar triplicate colour filter, arranged correctly from an optical standpoint with the projection lens, the various minute elements appear each in their own additive colour, and the original is seen in natural colours. Here again the optical splitting up of the rays into their colour components is done at the cost of light, and exposure is increased in much the same ratio as it is with screen plates. It is therefore useless to advise 16 m.m. colour cinematography except in bright weather from June to September, and a lens working at $f/1.9$ is almost indispensable. Messrs. Kodak very wisely emphasise this point, and it should be borne in mind. The results are amazingly faithful to life, and it is unfortunate that the cost of camera, film and projector at present precludes all but the well-to-do amateur from indulging in almost perfect colour photography. Before leaving the subject of screen plate or additive methods, the question of solutions might be mentioned. The formulas, for example, are freely published, and could be made up in convenient quantities by chemists for the use of amateurs. There should be some business in developing and copying the transparencies. Development is followed by dissolving the image with acid bichromate solution, then exposing the remaining silver bromide to white light and turning it into the positive image by a second development. Many badly exposed plates can be saved by intelligent reduction, or intensification.

Other Methods

Finally there is the only alternative means—at present—of colour photography, by some form of the "three-colour" process. Here three negatives have to be taken, one through a blue-violet filter, another through a green filter, and a third through a red filter. Sets of the filters can be obtained at a very low price, in gelatin sheets, from Ilford, Ltd., and Kodak, Ltd. There are one or two cameras designed to give the three negatives by one single exposure, using prisms or mirrors or semi-reflecting surfaces in the construction. The Hillman (see p. 457) and Butler cameras are examples. More simple and less expensive is the repeating back which can be attached to any stand camera, such as is supplied by the Autotype Co. or by Colour Photographs, Ltd. The ratio of the three exposures has to be accurately determined so that equal development can be given to the three negatives. Snapshots are obviously precluded by such a device. The film pack, like that introduced four years ago by Colour Snapshots, Ltd.,

and since perfected by Agfa-Ansco in America, consists of three films exposed one through the other, each film being specifically sensitised for one of the three primary colours. The idea has much to recommend it, and still offers the simplest solution for a subtractive process, but is not on the market in this country. However, by whatever method or device the three negatives are made, they have to be printed. The prints must be placed in register one over the other. A blue print is made from the "red" negative, a pink print from the "green" negative, and a yellow print from the "blue" negative. This is most usually done by three-colour Carbro, all the necessary supplies being available from the Autotype Co. An alternative is imbibition printing, Uvatype being the latest arrival.

The making of a three-colour print requires some degree of manipulative skill and a good deal of patience. Bromide prints or enlargements have first to be made from the three negatives. Carbon prints are then made by squeegeeing into contact with the wet prints the sensitised tissues or pigment papers, which are ultimately developed on temporary celluloid supports, from which the coloured image is finally transferred to the paper. The object of the celluloid temporary support is to enable the second print to be placed visibly in exact register over the first, and the third over the second. The blue, pink and yellow images combine, by sub-

traction, to give a reproduction in colour of the original subject. There are two or three ways in which prints on film or glass can be made from the three negatives and so treated that the developed image will take up certain dyes. The dyes will transfer from the special print to the gelatin coating of a piece of paper squeegee into contact with it. A composite print in the three colours can be made in this way, one coloured image being transferred to the paper after another, in register. Here again experience and suitable facilities are necessary, and a very limited number of amateurs are likely to be attracted by the process. Imbibition printing of this type is being applied to colour cinematography with success.

The modern tendency will be undoubtedly towards developing and printing establishments where amateurs can get prints from tripacks or three-colour sets which they have exposed, and perhaps developed. There will be roll-film colour screen films before direct colour prints on paper; but both will come. The present moment is still one of standing by, except in so far as colour screen plates and amateur ciné films are concerned. The progress of the 16 m.m. ciné camera during the next year or two will have an immense influence on the development of amateur colour photography. If colour motion pictures can be made cheap enough, they may even retard the coming of the paper print.

Reducers and Intensifiers in Photography

THE properties of a large number of known intensifying and reducing solutions have lately been studied in detail by J. I. Crabtree and L. E. Muehler to determine formulas suitable for use with motion picture film. Details of the investigations have been published as Communication 473 from the Kodak Research Laboratories, and most of the treatments are equally applicable to ordinary negative material.

The following formulas and procedures are recommended for the intensification and reduction of developed images on motion picture positive and motion picture panchromatic negative film.

Preliminary Treatment.—The negatives or prints to be intensified or reduced should be first of all hardened for five minutes in the following solution:—

Formalin Hardener

Commercial formalin (40 per cent.)	..	..	10 c.c.
Sodium carbonate (desiccated)	..	..	5 gm.
Water to make	..	..	1000 c.c.

The films should then be rinsed and immersed in a fresh acid fixing bath for five minutes and well washed to ensure freedom from silver compounds and hypo. The wetted films should be treated before drying.

Chromium Intensifier.—Bleach the films completely in the following acid bichromate solution at 65° F. to 70° F. and wash for five minutes.

Chromium Intensifier

Potassium bichromate	..	..	8 gm.
Hydrochloric acid (concentrated)	..	..	6 c.c.
Water to make	..	..	1000 c.c.

The bleaching time is usually from half to two minutes. Then redevelop in the D-72 developer, diluted 1:2, or any rapid metol-hydroquinone developer which does not contain an excess of sulphite. The time of redevelopment varies from three to ten minutes at 65°-70° F., depending upon the degree of intensification desired. Then rinse and immerse in the fixing bath for five minutes and wash thoroughly. The film may be bleached a second time and redeveloped to secure a greater degree of intensification. If more rapid bleaching and greater intensification are desired, add 5 gm. of potassium bromide per 1,000 c.c. to the bleaching solution.

The formula for the stock solution of the D-72 developer is as follows:—

Elon-Hydroquinone Developer

Elon	..	..	..	..	3.1 gm.
Sodium sulphite (desiccated)	..	..	..	..	45.0 gm.
Hydroquinone	..	..	..	..	12.5 gm.
Sodium carbonate (desiccated)	..	..	..	..	67.5 gm.
Potassium bromide	..	..	..	..	1.9 gm.
Water to make	..	..	..	..	1,000 c.c.

For use: Dilute one part of the stock solution with two parts of water.

Keeping Properties and Exhaustion Life.—The bleaching solution and the redeveloper have good keeping properties when stored in deep tanks. If trays or shallow containers are used, the redeveloper should be prepared before use from the stock solution which may be kept in stoppered containers. The bleaching solution was found to have an exhaustion life of approximately 150 feet of motion picture panchromatic negative film per gallon.

Mercury Intensifier.—Bleach the films completely in the following solution:—

Mercury Intensifier

Mercuric chloride	..	..	..	..	22.5 gm.
Potassium bromide	..	..	..	..	22.5 gm.
Water to make	..	..	..	..	1000 c.c.

Then wash for five minutes and redevelop in the D-16 developer or any regular MQ positive film developer and wash thoroughly. Repeat the process for greater density and contrast. The mercury intensifier is suitable for the intensification of titles, etc., where high contrast is desirable. To increase contrast greatly when shadow detail is not important, treat with the following solution instead of the D-16 developer.

Sodium or potassium cyanide	..	..	..	15 gm.
Silver nitrate	..	..	..	22.5 gm.
Water to make	..	..	..	1000 c.c.

Dissolve the cyanide and the silver nitrate separately, and add the latter to the former until a permanent precipitate is just produced. Allow the mixture to stand a short time and then filter.

The formula for D-16 developer is as follows:—

Motion Picture Developer

Elon	0.3 gm.
Sodium sulphite (desiccated)	40.0 gm.
Hydroquinone	6.0 gm.
Sodium carbonate (desiccated)	19.0 gm.
Potassium bromide	0.9 gm.
Citric acid	0.7 gm.
Potassium metabisulphite	1.5 gm.
Water to make	1000 c.c.

Keeping Properties and Exhaustion Life.—The bleaching solution is reasonably stable and has an average exhaustion life of 300 to 400 feet of motion picture positive film per gallon.

Silver Intensifier.—The following formula is the only intensifier known which will not change the colour of the image on positive film on projection. It gives proportional intensification and the degree of intensification is easily controlled by varying the time of treatment. The formula is equally suitable for positive and negative film, and the resulting image, which consists of metallic silver, is permanent.

Silver Intensifier

Stock Solution No. 1

Silver nitrate	60 gm.
Water to make	1000 c.c.

Stock Solution No. 2

Sodium sulphite (desiccated)	60 gm.
Water to make	1000 c.c.

Stock Solution No. 3

Sodium thiosulphate (crystal)	105 gm.
Water to make	1000 c.c.

Stock Solution No. 4

Sodium sulphite (desiccated)	15 gm.
Elon	24 gm.
Water to make	3000 c.c.

The intensifier is prepared as follows:—Slowly add one part of solution No. 2 to one part of solution No. 1, shaking or stirring to obtain thorough mixing. The white precipitate which appears is then dissolved by the addition of one part of solution No. 3. Allow the resulting solution to stand a few minutes until clear. Then add, with stirring, three parts of solution No. 4. The intensifier is then ready for use and the film should be treated immediately.

The degree of intensification obtained depends upon the time of treatment, which should not exceed twenty-five minutes. After intensification the film should be immersed and agitated for two minutes in a plain 30 per cent. hypo solution and then washed thoroughly.

Life of Bath.—The silver intensifier solution prepared as above is stable under ordinary conditions for thirty to forty-five minutes before a precipitate of silver forms in the solution. This precipitate then tends to deposit on the highlights of the positive image and produce fog.

A normal degree of intensification is obtained in from ten to twenty-five minutes, so that usually it is desirable to use a fresh solution for each treatment if further intensification is required.

Two-Solution Farmer's Reducer

Solution A

Potassium ferricyanide	7.5 gm.
Water to make	1000 c.c.

Solution B

Sodium thiosulphate	200 gm.
Water to make	1000 c.c.

Treat the negatives or prints in solution A with uniform agitation for one to four minutes at 65° F. to 70° F., depending upon the degree of reduction desired. Then immerse in solution B for five minutes and wash thoroughly. The process may be repeated if more reduction is desired. For the reduction of fog on motion picture positive prints on one part of solution A should be diluted with one part of water.

Keeping Properties and Exhaustion Life.—The potassium ferricyanide solution will keep indefinitely

when shielded from strong daylight. If hypo has been introduced by alternate treatments in the two solutions the life of the ferricyanide solution will be shortened. No exact figures can be given, because the keeping life will depend upon the quantity of hypo introduced into the ferricyanide solution, and will vary according to the particular method of treatment. The exhaustion life of the 0.75 per cent. solution is approximately 300 feet per gallon.

Modified Belitski Reducer

Ferric chloride (crystals)	20 gm.
Potassium citrate	75 gm.
Sodium sulphite (desiccated)	30 gm.
Citric acid	20 gm.
Sodium thiosulphate	200 gm.
Water to make	1000 c.c.

Mix in the order given.

Use the reducer solution full strength for maximum rate of reduction. Treat the films for one to ten minutes at 65° F. to 70° F. according to the degree of reduction desired. Then wash thoroughly. If a slower action is desired, dilute one part of the solution with one part of water. The reducer is especially suitable for the treatment of dense, contrasty negatives.

Keeping Properties and Exhaustion Life.—The modified Belitski reducer keeps well in deep tanks and has an exhaustion life of approximately 150 feet per gallon.

Ferric Alum Proportional Reducer

Ferric ammonium sulphate (ferric ammonium alum)	15 gm.
Sulphuric acid (concentrated)	10 c.c.
Water to make	1000 c.c.

Use the reducer solution full strength at 65° F. to 70° F. and wash the films thoroughly both before and after reduction. The film should not be left in contact with the air during reduction and washing or stains will result. The type of reduction obtained is proportional.

Keeping Properties and Exhaustion Life.—The reducer keeps indefinitely and has an average exhaustion life of 250 feet per gallon. Care should be taken to avoid contamination from hypo, which reacts with the solution and decreases its keeping life.

For intensification, the chromium, Monckhoven (mercury) and silver intensifiers were the most satisfactory. The Monckhoven intensifier is useful for extreme intensification where permanence is not essential, and the chromium intensifier is suitable for negatives where a medium increase in contrast is desirable. The degree of intensification with the chromium method may be controlled within limits by a variation of the time of redevelopment. For negatives and projection prints, intensification with silver has been found to give strictly neutral images and the process permits of easy control of the degree of intensification. So far as is known, both the chromium and silver intensified images are stable. For subtractive reduction, such as in the case of over-exposures or fogged images, the use of either (1) a two-bath formula comprising separate solutions of potassium ferricyanide and sodium thiosulphate, or (2) a modification of the Belitski reducer is suitable. Where proportional reduction is required, a solution containing ferric ammonium sulphate with sulphuric acid is recommended.

A CAT'S DRUG ADDICTION.—"A cat whose miaow is law—more or less—in my household, and who—if in responsive mood—answers to the name of Dooley, at the moment is under grave suspicion of being a drug fiend. His 'dope' is camphor. Let there be the tiniest piece in the house, he will find it, and give his mistress no rest until the intervening cupboard door is opened to allow of his intrusive paw sliding it into view. Ecstatic lickings of the find follow. . . . The League of Nations has issued all sorts of chatty little books in return for Britain's annual subscription—£182,000 it is this year—but there is nothing in their official catalogue dealing with the Craving for Camphor in Cats that I can find, and so I appeal to your readers."—A correspondent of "The Morning Post."

Photographic Trade Regulation

DURING the last three years a considerable amount of work has been done, the whole object of which has been directed to making photographic dealing more secure and more profitable for the legitimate photographic retailer. The Photographic Dealers' Association, working in joint council with the Federated Photographic Manufacturers, has set up Committees:— (a) to compile a list of manufacturers' customers; (b) to keep this list revised and to delete therefrom the names of those deemed unsuitable; (c) to consider applications for new accounts. The statistics of work done in connection with applications for new accounts during the last two years are interesting.

	1930	1931
Passed	649	431
Refused " " " "	544	485

	1932
Passed (Jan. to March)	117
Refused " " " "	95

During 1931 a large number of stationers, tobacconists and private traders, who previously had in some way or other been granted accounts by the manufacturers or photographic wholesalers were deleted from the list of approved dealers, and during the first quarter of this year 125 names were similarly removed, which compares with 117 added to it. The position at the moment therefore is that the approved list can be regarded as stabilised, inasmuch as it is apparent that the names added, most of which are those of chemists opening shops in newly built areas, is approximately equalised by deletions caused by death and businesses closed. A very real problem has recently become acute and it will need to be handled wisely by those dealing with these applications, for within the last three months several branches of the P.D.A. have reported that they were being asked to report upon applications from chemists and others in what are termed the "preferred categories" desiring to have accounts in areas already very well catered for by approved dealers. The granting of such accounts would to an extent mean splitting up what business exists, but in the opinion of many at present connected with the photographic trade it is preferable to have a smaller number of dealers running a special photographic department than a large number of retailers who regard it as a side-line. In Germany, for instance, the trade has been kept to a fewer number of retailers who are either purely photographic dealers or who make it a definite part of their business, with the result that the ratio of summer sales of photography as compared with the winter load is four to one. The climate of Germany is very similar to our own, and yet the comparative figure for Great Britain is 100 to one. It appears therefore that the concentration of selling points makes for a more prolonged photographic season, a greater number of earnest amateurs, increased selling ability by the dealer and more profitable returns to him.

Wholesale Photo Finishers

Not unconnected with the trend of events as outlined above is the growth of the wholesale photo finishers within the last few years, for although the interests of the wholesale finisher in the expansion of the trade are intimately bound up with those of the dealer, in some areas it is apparent that men are coming into the business who can only obtain their work from the stationer and others who are really taking away a part of the dealer's legitimate business.

There is also the possibility, which is not remote, that the wholesale finishers will agree to invoice their work at net figures which in the rush of handing out print wallets would make it much more difficult for the dealer to price his orders, and it would thus assist in a breakdown of the standard of retail prices recommended by the P.D.A. Such possibilities have led to the trade workers forming themselves into the Wholesale Photo Finishers' Association, the primary objects of which are

to formulate plans designed to place this section of the industry on a sound remunerative basis and to maintain a high standard of work. Co-operation amongst wholesale finishers is now more than ever necessary if they wish to speak with united voice on such questions as D. and P. prices, discounts to retailers, control of supplies, staff wages, and other problems. The discounts recommended by the W.P.F.A. are 33½ per cent. off P.D.A. scale; but the majority of members also grant a 2½ per cent. cash settlement, or 5 per cent. for accounts of £10 per month.

The Latest Developments

Interesting results have been achieved recently by co-operation between the organised wholesale finishers and organised dealers (local branches of the P.D.A.), the Glasgow area serving as a good example. Dealers and finishers in the Glasgow area have conferred and agreed on the D. & P. scale. The wholesale finishers then obtained an undertaking from a list of twenty-two well-known finishers in the district that they would service dealers at the agreed retail scale and agreed discounts. A letter has since been sent by the joint bodies to the 1,200 approved dealers of their district, urging the retailer to give his work only to one or other of the twenty-two finishers who have signed the agreement. Another instance of co-operation between finishers has occurred near London. A meeting was called of ten local finishers covering a fairly wide area in order to prevent what would have been a price-cutting war. To meet the competition of the free enlargement being offered by one finisher, one of his competitors had declared it as his intention to offer two free enlargements; to counter this another finisher had stated that he would cut print rates. As a result of the meeting called by the W.P.F.A., an agreement has been reached which will mean that these ten finishers are competing this season on quality and service, and at a level price, instead of attempting to give away things for which, in many cases, there is no urge from the public, and which in any case means the finisher is simply giving away part of his legitimate profit. This latter agreement was not reached easily, because two of these finishers had been giving away free enlargements for years past; there were also many other difficulties to be overcome; but having "got together" and talked things over, all realised the wisdom and financial advantage of mutual contact instead of cut-throat competition.

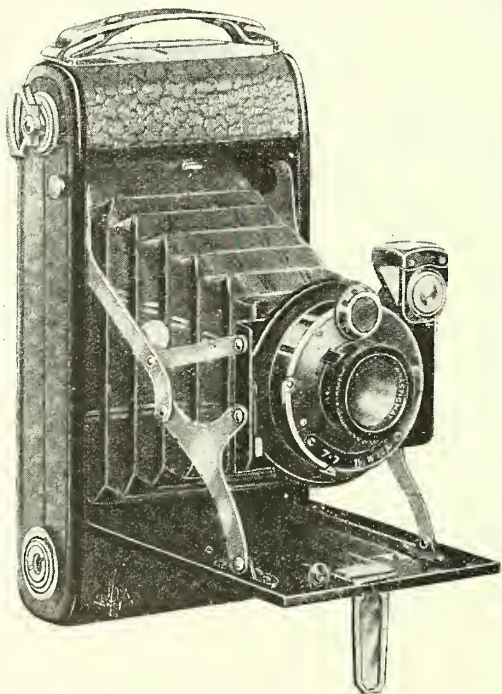
The W.P.F.A. supply their members with attractive window streamers at 6d. per set of three, which is considerably lower than any individual finisher could obtain. They have also arranged a Snapshot Competition with "Home Chat," and will be placing coupons in the wallets of dealers using their service. They offer many other advantages to wholesale finishers, and quite recently have agreed to invite the co-operation of the bigger dealers who do purely retail D. and P. work. This is because they wish to speak on behalf of the whole body of the D. and P. trade in the negotiations with the photographic manufacturers and the P.D.A., which are now proceeding, for the control of D. and P. supplies to Approved Wholesale Finishers and the control of retail D. and P. prices. This is almost the biggest question facing the trade at the moment, and it is being tackled by the three organised bodies, i.e., the manufacturers, the P.D.A., and the Wholesale Finishers' Association. It is known that the manufacturers are sympathetic to the broad outlines of the scheme, and that shortly the Finishers' Association and the Dealers' Association will be asked to report as to the views of their members. While the raw materials of D. and P. work, principally sensitised paper and apparatus, can be purchased by anyone, it will not be easy for the P.D.A. to control retail prices, but it is anticipated that agreement to limit supplies to approved finishers will be achieved within the next twelve months.

Photographic Notes

MANY advertisers are at present complaining regarding the restrictive influences at work in the photographic trade, but the following advertisers, who make special announcements on the coloured pages in this issue, are anxious to get in touch with dealers:—M. ARBUS (developing and printing); ARTHUR BERTON, LTD. (camera cases); BOWENS CAMERA REPAIR SERVICE (repair work); BROOK, PARKER & Co., LTD. (sundries); GEORGE BROWN (developing and printing); BURALL BROTHERS (printed sales-aids); CORONET CAMERA Co. (cameras); R. W. GREEFF & Co., LTD., (chemicals); ILFORD, LTD. (Selo paper); JOBLING, GLENNIE & Co. (automatic film machines); JOHNSON & SONS MANUFACTURING CHEMISTS, LTD. (chemicals); PHILIP JOSEPHS & SONS, LTD. (shop fittings); H. R. NAPP, LTD. (hydroquinone); PHOTOGRAPHIC DEALERS' ASSOCIATION (advantages of membership); PHOTOPRESS (developing and printing); J. SWAIN & SONS, LTD. (photo engraving); J. THOMPSON (WHOLESALE DRUGGISTS, 1921), LTD. (films).

Coronet Cameras

Remarkable value is being offered in Coronet cameras, the distributors of which to chemists are Thomas Christy & Co., Old Swan Lane, London, E.C.4. Among the apparatus which merits attention, particularly in view of recent events, is a folding camera with a $f/7.7$ anastigmat lens, a three speed shutter with iris dia-



phragm, an automatic opening and extending device. There is also a similar model with an achromatic lens and a still less expensive (this has not the self-erecting device) one with a meniscus lens. In the box type of camera the two instruments made for $3\frac{1}{4} \times 2\frac{1}{4}$ in. films can well be described as the cameras for the million. The higher priced is exceptional value—it is fitted with an "every-distance" lens, one-way shutter, two view finders, has an all-metal body covered in leather cloth, and measures $4\frac{1}{2}$ in. \times 3 in. \times 4 in.. Last but not least, there is the Coronet ciné camera for 9.5 mm. film, some particulars of which will be found on another page of this issue.

D. and P. Accessories

In sending us a copy of their 1932 trade list, R. F. Hunter, Ltd., have drawn our attention to a number of new lines of British manufacture. Among others may be mentioned a double clip constructed in two parts, which are detachable for cleaning, one jaw being for clipping the film and the other holds the order; there are two types of printing machine, the use of which eliminates the need for trimming; a drying cupboard (gas heated) for films; and a heating plate for dish developing. The Kindermann glazing press, in which chromium plates are used, is now British assembled. This apparatus, according to size, can deal with 300 or 600 $3\frac{1}{4}$ in. \times $2\frac{1}{4}$ in. prints per hour.

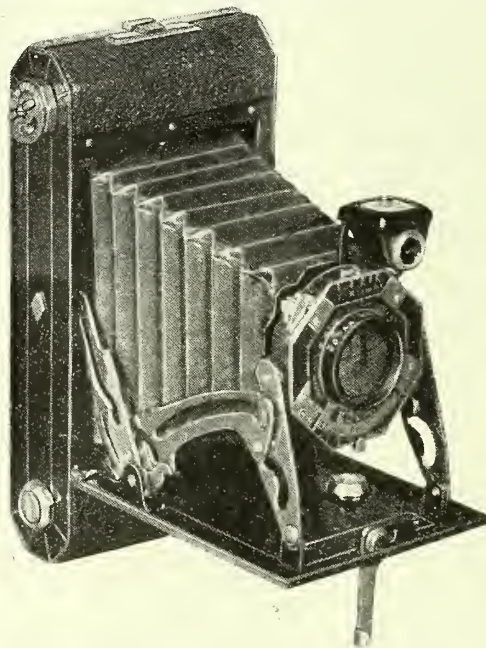
Holiday Snapshots

The Commissioners of Customs and Excise inform us that photographic roll films and flat films for hand cameras are liable to duty on importation into Great Britain or Northern Ireland at the rate of 50 per cent. *ad valorem*. As a concession, however, waiver of *ad valorem* duty is allowed in respect of goods falling within the definition of personal effects, viz., used portable articles (e.g., films) imported by the owner on his person or in his luggage, which he might reasonably be expected to carry with him for his own regular and private use. This concession is conditional on:—

- (1) The articles being duly declared and produced to the Officers of Customs at the port of importation; and
- (2) A satisfactory declaration of ownership being made.

An Apparatus of Distinction

What is described as "the latest, smallest and smartest $3\frac{1}{4} \times 2\frac{1}{4}$ Kodak" is shown in the illustration below. Kodak, Ltd., have called this the Six-20, a designation which is self-explanatory. Modernism is a keynote of

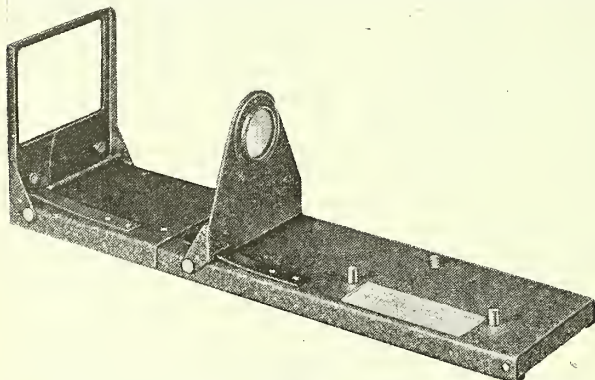


the design and construction—straight lines, angular ends, simple decoration. For loading, the back of the camera swings out on hinges; the spool holders, too, can be swung out of the recesses in which they normally lie. For picture taking the catch is raised to open



An excellent range of box, folding and reflex cameras is again being offered by Ensign, Ltd. Many of these are already well known to chemists, but attention may be directed to the three shown above. The Pocket Twenty (on the left) is outstanding for value. It is claimed that it represents the maximum value that can reasonably be given, and is built for hard wear—the body will not dent—the shutter will not go out of order—the bellows will not perforate—the focusing is brought to a pitch of perfect simplicity. The Carbine, No. 3, is a first class, inexpensive piece of apparatus fitted with an Ensar anastigmat lens and a three-speed shutter. The Carbine, No. 7, is a similar instrument with more luxurious fittings, such as radial focusing, rising and cross front and Mulchro shutter.

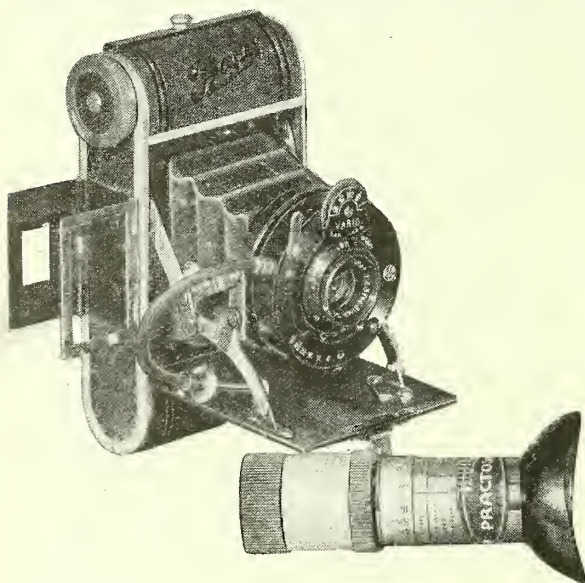
the camera, and as this occurs the lens springs forward and locks into position and the bellows extend. The shutter speeds and the lens opening markings on the front of the shutter are repeated on the top, so that when holding the camera in the picture-making position they can be seen without having to turn the camera



round. This apparatus is not only modern in style, construction and finish, its price is scaled down to meet modern conditions, even when fitted with an $f/6.3$ anastigmat lens. The other apparatus illustrated is a Ciné-Kodak Titler, the use and value of which is only limited by the ingenuity of the operator.

A New Ihagee Camera

Two of the latest additions to the stock of Garner & Jones, Ltd., Polebrook House, Golden Square, London, W.1, are the Autolette folding camera and the Practos exposure meter. The former is a nicely made little instrument for eight exposures on the vest-pocket size of roll film. The lens (either $f/6.3$ or $f/4.5$) and shutter unit spring automatically into position when

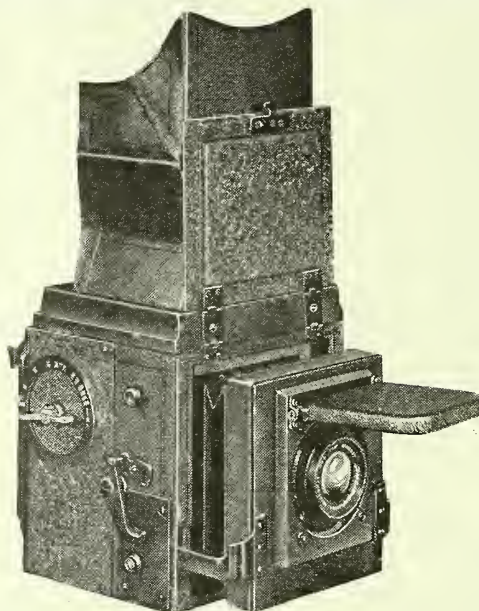


the front is opened. The exposure meter is an ingenious arrangement which is suitable for still or ciné photography. Plate speeds are marked in H. and D. and Scheiner values, and a depth of focus table is included.

A Compact Reflex

The Thornton-Pickard Manufacturing Co., Ltd., have sent for our inspection an advance model of their new Ruby Horizontal Reflex camera. Hitherto, the great drawback to instruments of this type has been the unavoidable bulk, but this has been practically overcome in the case of the new production, the size of the body when closed being only $4\frac{1}{4}$ by $5\frac{1}{4}$ by $4\frac{1}{2}$ inches. The retail price is very low for a camera of this kind, but it is an efficient instrument for horizontal pictures, the

specification, including a self-capping time and instantaneous shutter; silver surfaced mirror; large square pattern focusing hood, on hinged frame; Dallmeyer $f/4.5$



anastigmat lens. It is sent out with three single metal dark slides for $3\frac{1}{2} \times 2\frac{1}{2}$ in. plates, but a roll film or film pack adapter is available.

Selo Products

The distinctive display material which is issued by Selo, Ltd., has been augmented by the small showcard shown in the illustration. Copies of this and of an informative booklet dealing with Selo 16 mm. negative and positive panchromatic ciné film will be supplied to any dealer writing for them. Whether they are concerned with cinematography solely as a hobby or from the business side chemists will read the booklet with interest. Ilford, Ltd., have recently sent us a copy of the "Ilford Courier," a periodical publication intended as a link between themselves and their customers.



An Attractive Booklet

"FLOODLIGHTS ON PHOTOGRAPHY" is the title of an interesting booklet recently issued by Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C. The striking cover in blue, black and aluminium carries illustrations of floodlighting effects photographed during the Faraday centenary celebrations of last autumn. In the text several fine scenes are shown to advantage in colour. The subject matter deals with methods for obtaining correct exposure by means of the Wellcome

exposure calculator, factors that influence development, and the improvement of prints by toning and staining. The fact that development is a precise operation is given due emphasis. The use of Tabloid desensitiser and the universal developer, Tabloid Rytol, greatly simplifies the process. If some negatives are too dense or under-exposed, reduction or intensification can be carried out with Tabloid potassium ferricyanide reducer or Tabloid chromium intensifier. In the section dealing with toning and staining of prints, methods are given for the production of realistic colour effects by means of Tabloid toners and Soloid stains. Supplies of the booklet are obtainable for distribution on application.

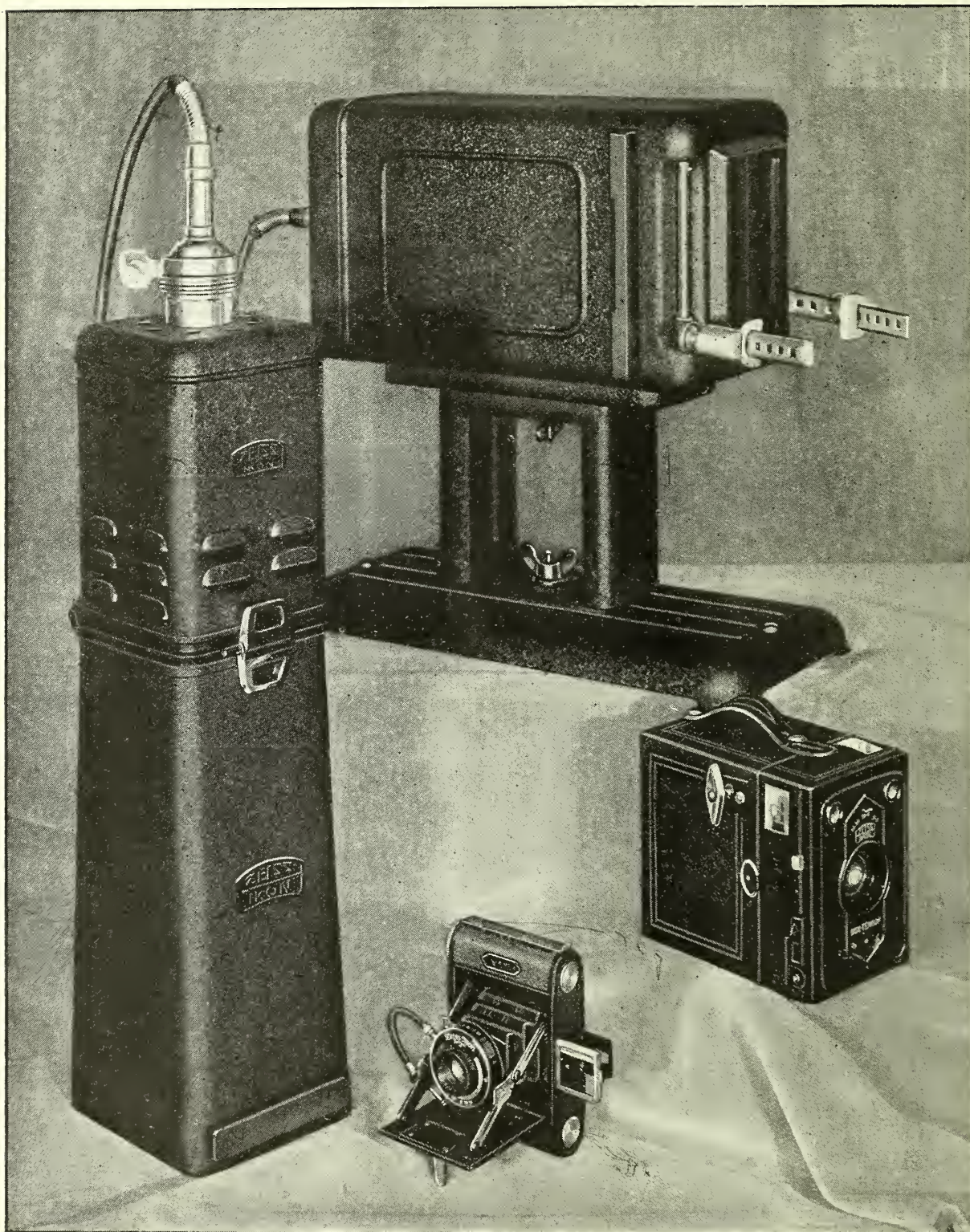
The Hillman Three Colour Camera

MANY C. & D. subscribers were interested in the "Times" weekly edition of December 10, 1931, and March 17, wherein all the snapshot pictures were taken by the Hillman three-colour camera and reproduced in natural colours. This apparatus is a development of natural colour photography based on certain optical principles derived from the three-colour theory of vision,

which means that the spectrum can be roughly divided into three divisions of light which are called primary colours. The Hillman camera has a single lens and is known as the single exposure camera. The camera is loaded with three plates which are situated on each side of the camera, one plate being directly behind the lens and the other two on the left and right of it. The light enters the lens and is reflected by an optical system on to the two plates to the left and right of the lens, and the third plate directly behind the lens receives this light which passes through the optical rings which are used for reflecting the light on the other plates. In front of each plate there are inserted three standard colour filters corresponding to the three primary colours, which, mixed in their right proportions, will give three negatives properly balanced in their colour values. These negatives, which are black and white, and are in all respects the same as any panchromatic negatives, are used for making three separate prints on three-colour sensation positives, namely: yellow, blue and red. The images are then developed on the positives and each colour is superimposed on top of the other in such a way as to give a natural colour picture by the use of three primary plates.



The sale of chemicals can be made an important branch of a photographic dealer's business, and in this connection the "bonus box" of packed goods which is being offered by Johnson & Sons, Manufacturing Chemists, Ltd., Hendon Way, London, N.W.4, enables a representative stock to be carried at small cost. The box contains metol-quinol developer in packets, acid fixing, Azol developer, one-solution developer, pastels, photo-tints, toning packets, mountant and flashpowder. The bonus is a dozen packets of M.Q. developer. Special mention must be made of Messrs. Johnson's developers. For the amateur nothing better than the One-Solution or Azol could be offered—both are clean working and suitable for dish or tank systems. For the photo-finisher, whatever the size or nature of the business, the Endura, the Standard or the Speedy tank developer will meet his needs. Another item of interest to dealers is the packing of the 4-oz. tins of acid fixing, which consists of a counter display box containing twelve attractively enamelled tins. Messrs. Johnson inform us that they are organising a "Holiday Snapshot Competition" during the summer, and in connection with it there will be fifty cash prizes and fifty prizes of photographic material. The only condition of entry is a label or panel from one of the company's preparations must be sent with every two prints. Leaflets giving full particulars of the competition will be sent to dealers who ask for them.



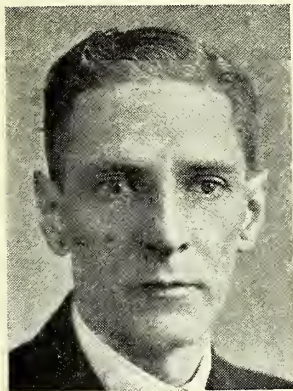
The apparatus shown above is manufactured by Zeiss Ikon, Ltd. The box Tengor camera, excellent though it was, has been remodelled, and in its new form is one of the best instruments of this type on the market. The Baby-Ikonta, a miniature self-erecting apparatus for taking sixteen photographs on a vest-pocket film is also among the most attractive of its kind. The only disadvantage of cameras which provide such small pictures has been overcome by the Zeiss Helinox enlarging printer, which is as simple to use as a printing frame and moderate in price. The other apparatus illustrated is the Mirax attachment, a light chamber and stand which enables an amateur to use his folding camera for enlarging by clamping them together. Illumination is by electric bulb. In this way an efficient enlarger is obtained at comparatively small cost.

Council Candidates

THE coming election in respect of seven seats on the Council of the Pharmaceutical Society, to be held next month, has one feature not usual in recent years, in that one of the seven retiring members is not offering himself for re-election. There are ten candidates for the vacancies, all of whom are or have been councillors or have previously contested an election. We have asked each candidate to favour us with his views on pharmaceutical politics, and we propose to publish these as promptly as possible. The first instalment follows:—

Mr. Percy Barrs, F.C.S.,

President of the Institute of Chemists-Opticians, vice-chairman of the B.P.A., member of the Kensington Borough Council, and of its finance, libraries and valuation committees, past-chairman of the Kensington Chamber of Commerce and vice-president of the Kensington Rotary Club, was educated at Hulme Grammar School, Manchester, served his apprenticeship with Mr. W. A. Senior, Scarborough, and gained a varied experience in Nottingham, Aldershot and London. He qualified in 1911, and in the same year acquired the business at 106 Church Street, Kensington, W.8, which he has since carried on there. His



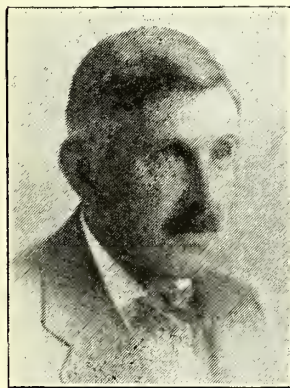
MR. P. BARRS

pastimes are bowls, fishing and conjuring. Mr. Barrs sends us the following statement of policy:—

I am definitely opposed to the Poisons and Pharmacy Bill. The sale of poisons should be confined to qualified chemists and druggists, whose qualification gives them the right, and the sole right, to dispense and sell dangerous drugs and chemicals. The title "chemist" should belong to us unimpaired.

Mr. A. H. Jenkin

was apprenticed in Southampton from 1886 to 1891, and qualified in 1892. He was the proprietor of a retail business in North London till 1906, when he became chief pharmacist at the City of London and East London Dispensary, a post which he still holds. Mr. Jenkin was a member of the Local Associations Executive from 1913 to 1916; he served on the Council of the Pharmaceutical Society from 1917 to 1920, and for a second period since 1927. The London Pharmaceutical Committee elected him chairman in 1914, and again in 1930. He was chairman of the London County Association in 1915, and in that capacity called the meeting at which the Pharmacists' Volunteer Corps was formed; he served as an officer of the Corps from 1915 to 1918. Mr. Jenkin has been president of the North



MR. A. H. JENKIN

London Pharmaceutical Association, and was secretary of the Guild of Public Pharmacists for some years. He is a member of the Royal Institution of Great Britain. Mr. Jenkin sends us the following considered expressions of his views:—

In general, I support the policy which the Council has pursued in endeavouring, by negotiation and legislation, to improve the position, financial and otherwise, of the pharmacist. With regard to education, I am strongly in favour of making the Society's School the model School of Pharmacy; I am in favour of a single Qualifying examination which shall be a step towards honours examinations for specific branches of the profession. I support the proposal for compulsory membership of all pharmacists on the Register, and generally the other proposals contained in the Pharmacy and Poisons Bill, which I regard as an important instalment of overdue legislation for the protection of pharmacy and as containing too much that is good to reject it, because it also contains things which we, as pharmacists, do not want. On the economic side I shall do all I can to assist in protecting the interests of those engaged in the business of chemists and druggists, as laid down by the Charter, and to assist in promoting legislation to that end.

Mr. F. Gladstone Hines

passed the Qualifying examination in 1902, and after a brief experience with a manufacturing firm went into retail business on his own account. He was first elected to the Council in 1917, and has since served continuously as a member, putting in also a good deal of work in other spheres of pharmacy and in political life. Mr. Hines still has extending retail interests, and is a director of Grimwade, Ridley & Co. (Ipswich), Ltd., a well-known East Anglian wholesale and manufacturing house; his political activities, however, are largely in abeyance in view of the national situation. For personal reasons he has returned to his native county, Suffolk, and is domiciled at Felixstowe. Since 1930 he has been vice-president of the Pharmaceutical Society. In reply to our request for a statement of his views, Mr. Hines writes:—



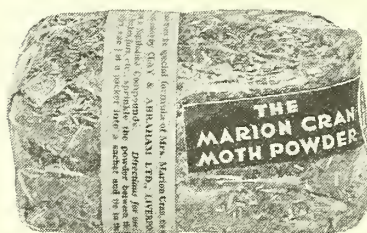
Photo [Smith's Studios, Ltd.]

MR. F. G. HINES

I presume that the main, if not the entire, interest in the coming election lies in the political field. The issue is the support to be given by the Pharmaceutical Society, through the action of its Council, in securing the passing of the Pharmacy and Poisons Bill through Parliament. In all other respects I believe the work of the Council, in educational and financial matters, is not seriously challenged. In fact, this work is being well done. The conditions of training and education are being most carefully overhauled. In matters of finance we have balanced our budget, and, like the Chancellor, have realised a surplus. The need to clear the political situation is definite and urgent. The Council is quite decided about that. Personally I regard it as imperative. The time is fast approaching when pharmacy must bend all its energies in the economic field. Pharmacy as an organised business for business ends will need all the attention of those whose livelihood depends on progressive development. Economic issues, in my opinion, are really supreme if pharmacists are to receive their just "rewards."

Trade Notes

A NEW MOTH REPELLENT.—Clay & Abraham, Ltd., manufacturing chemists, 87 Bold



Street, Liverpool, writing to us regarding their Marion Cran moth powder, state: "This line is distinctly original as it replaces the usual naphthalene compound which has a very offensive odour. You will notice this has the fragrance

of a cofret and is equally as effective as naphthalene or camphor. Where Mrs. Marion Cran is known this is selling extraordinarily well, especially in the big London stores and the higher class pharmacists." The author of the formula, who, of course, is well known through her broadcast talks on horticultural subjects, is understood to have compounded this repellent after studying which herbs are avoided by insects.

DIABETIC RUSKS. — To their list of products for diabetics Allen & Hanburys, Ltd., manufacturing chemists, Bethnal Green, London, E.2, have added Allenburys diabetic rusks. The rusks are sugar-free, and have a calorific value of 105 per oz.

TRAINING in chiropody is obtainable at The National School of Chiropody, 1A Sagar Street, Strangeways, Manchester. The next term begins on May 17.

THE TEASDALE'S CHLORODYNE Co., 75 Fitzwilliam Street, Huddersfield, ask us to remind chemists that the 5s. size of their well-known proprietary has been discontinued.

KLEERIT.—Kleerit Co., 22 Billiter Street, London, E.C.3, are now offering a smaller size of their glass cleaning preparation. The new size is specially suitable for cleaning spectacles, and is enclosed in a gilt container.

CHARLES ROGER LABORATORIES, LTD., 15 Great James Street, London, W.C.1, are the manufacturers and distributors in this country of a depilatory called Liquid Taky.

CHINOSOL.—Charles Zimmermann & Co. (Chemicals), Ltd., 9 St. Mary-at-Hill, London, E.C.3, inform us that the price of all packings of Chinosol will be advanced 10 per cent. on May 1.

OCEAN RAZOR BLADES.—Ocean Blades (Great Britain), Ltd., Bridgewater Place, London, E.C.1, inform us that the demands for Ocean razor blades have increased to such an extent that a factory has been established in England. The makers, who are specialising in the manufacture of razor blades, employ the most modern machinery for the purpose. The blades are packed automatically, so that the keen edge cannot suffer after having passed the hair test.

AMAMI WAVE SET.—Prichard & Constance (Mfg.), Ltd., 11 Broad Street, London, W.C.2, have sent us a sample of the new Amami wave set (illustrated herewith). This product, which is enclosed in a neat bottle, with screw cap, and packed in an attractive outer, meets the demand for a reliable setting lotion at a popular price; it is nicely perfumed. The product is being launched with the backing of a national advertising campaign.



THORNTON & ROSS, LTD., manufacturing chemists, Milnsbridge, Huddersfield, have issued a new edition of their price list, a copy of which may be obtained on application.



The particularly attractive show material depicted in the above illustration is being sent out by J. C. Eno, Ltd., 160 Piccadilly, London, W.1. With such artistic sales-aids it is an easy matter to arrange an effective window or counter display.

EASOFF.—This chewing gum, which is suggested as an alternative to smoking, is made by Mr. D. H. Moore, chemist and druggist, Weston-super-Mare. The London agents are: May, Roberts & Co., Ltd., Clerkenwell Road, E.C.1.

NEW BOURJOIS LINES.—We have received from A. Bourjois et Cie, Ltd., 4 Water Lane, London, E.C.4, samples of two new lines, which are illustrated herewith. The first is Ashes of Roses shampoo powders,



which are presented in an attractive display outer; the powders are available with henna or chamomile. The second line is Ashes of Roses hair cream packed in a smart bottle fitted with a bakelite cap and selling at a popular price.

TANGEE TOILET PREPARATIONS.—An important announcement with reference to Tangee products appears in our advertisement pages. The sole distributors are Calmon & Neate, Ltd., 8 Gerrard Street, London, W.1, to whom all communications should be addressed.

Births

Notices for insertion in this column must be properly authenticated.

GOODALL.—On April 14, the wife of J. S. Goodall, M.P.S., Upton, Pontefract, of a son.

Deaths

BARCLAY.—On April 7, Mr. Arthur Edward Barclay, M.P.S., F.C.S., a director of Barclay & Sons, Ltd., druggists' sundriesmen, 95 Farringdon Street, London, E.C.4.

FRASER.—At West Linton, on April 15, Mr. Alexander Fraser, chemist and druggist, aged seventy-seven. Mr. Fraser carried on business at West Linton for a long period, and was a member of various public bodies. He is survived by a widow.

GEDDES.—At Montpellier, France, recently, Sir Patrick Geddes, formerly Professor of Botany in the University of St. Andrews, aged seventy-seven. Professor Geddes had many interests in scientific and other spheres, and of late years had been a recognised authority on town planning.

LLOYD.—At 448 Kingsland Road, London, E.8, recently, suddenly. Mr. Robert Thomas Lloyd, father of Mr. Gwilym J. Lloyd, M.P.S., aged sixty-five. Interred at Abney Park Cemetery, N.16, on April 15.

PAGENSTECHER.—At Wiesbaden, recently, Professor Hermann Pagenstecher, aged eighty-seven. Professor Pagenstecher had a world-wide reputation as an ophthalmologist, and his prescriptions were frequently dispensed in Great Britain.

SHARMAN.—At 11 Dene Road, Northwood, Middlesex, on April 11, Mr. Herbert Broughton Sharman, chemist and druggist, 31 Green Lane, aged sixty-two. Mr. Sharman established a business in Green Lane thirty-five years ago, this being the oldest chemist's business in Northwood. He had occupied the position of president of the Harrow and District Branch of the Pharmaceutical Society; last year he was unanimously elected president of the Harrow and District Chemists' Association. He was secretary of the Northwood Literary Society, and was also a highly esteemed supporter of other local bodies. There was a large and representative gathering at the funeral on April 13.

SMITH.—On March 31, Mr. John Beltran Smith, for nearly twenty years drug buyer to Potter & Clarke, Ltd., 60-64 Artillery Lane, London, E.1, and for the past ten years with Schieffelin & Co., New York, U.S.A.

UMNEY.—At The Rose Garden, Sonning-on-Thames, on April 11, the widow of the late Mr. John Charles Umney, Ph.C. (Wright, Layman & Umney, Ltd., manufacturing chemists, 46 Southwark Street, London, S.E.1.).

VAUGHAN.—At Oswestry, on April 15, Mr. David Vaughan, J.P., retired chemist, aged ninety-two. Mr. Vaughan was the first member and the fifth Worshipful Master of Fitzalan Lodge; he also held office in Provincial Grand Lodge.

WARD.—At Mayfield, Alexandra Road South, Alexandra Park, Manchester, on April 8, Mr. James Henry Ward, director of Ward & Goldstone, Ltd., electrical engineers, Frederick Road, Pendleton, aged sixty-five. Mr. Ward's association with the electrical industry dates back more than fifty years. He was apprenticed to a firm of scientific instrument makers (who have since ceased business), and subsequently had experience with the General Electric Co., Ltd., developing a remarkable deftness of hand which remained with him all his life and a genius for designing plant and machinery. Mr. Ward was one of the founders of Ward & Goldstone, Ltd., a company which was established forty years ago; his loss is deeply felt by his colleagues on the board of directors.



MR. J. H. WARD

WARING.—At 19 Patrick Road, West Bridgford, Nottingham, on April 15, the wife of Mr. E. S. Waring, M.P.S. (a director of Boots Cash Chemists (Eastern), Ltd.), aged seventy-five.

Personalities

MR. ALEC JOHNSON, chemist and druggist (Robert Drane, Ltd., chemists, Cardiff), has been elected vice-president of the Cardiff Chamber of Trade.

MR. O. F. C. BROMFIELD, J.P., a member of the editorial staff of THE CHEMIST AND DRUGGIST, has been elected chairman of the Bexley Urban District Council.

MR. F. GLADSTONE HINES, vice-president of the Pharmaceutical Society, addressed the members of the Felixstowe Rotary Club, on April 7, on "Pharmacy—a National Service."

MR. B. G. MACDONALD, the Western Counties and South Wales representative of Arthur H. Cox & Co., Ltd., manufacturing chemists, Brighton, has resumed his duties, following his recent indisposition.



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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated

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B/204. Campbell's skin ointment	W/124. Garibaldi olive oil
B/184. Corticalina	W/164. Madame Renee's face cream
B/204. Cretol cough mixture	B/204. Magnasite stropping block
T/144. Dura tea for rheumatism	B/204. Nu-Veg-Sal
	W/74. Purvis medical soap

THE CHEMIST AND DRUGGIST

VOL. CXVI

APRIL 23, 1932

NO. 2724

The Budget

IF we are to judge by the expressions of public opinion which it has up to the present provoked, it must be said that Mr. Neville Chamberlain's budget statement is generally disappointing. How far this is due to the merits or demerits of his scheme and how far it is to be attributed to the atmosphere of optimism induced by the announcements in the public Press during the past few months of the favourable returns from the taxes cannot be decided offhand. The cold figures of the financial balance sheet of the nation leave no alternative to their acceptance, and bring to the public mind again the seriousness of the economic crisis through which the country is passing. It will be recalled that in the autumn of last year the then Chancellor found himself in the difficult position of requiring an additional large sum, estimated at £70,000,000, if his account of income and expenditure for the tax year to March 31 last was to be balanced. To provide for this the taxes on income and on beer were increased and a reduction in expenditure was undertaken. In the result the account has been balanced, but the much larger deficit on the coming financial year has remained for Mr. Chamberlain to clear up. To do this with any prospect of success he has had to disappoint the expectations, both of those who counted on the removal of the emergency taxes imposed to balance the account for last year and of those who suffered from the cuts in salaries which were made with the same object. The consumer of beer must forgo the anticipated remission of the emergency penny on the pint imposed by Mr. Snowden, and the income-tax payer, now largely increased in numbers by the lowering of the minimum, is not to get even the alleviatory adjustment of allowances which was so freely foretold for him.

Sympathy and Thanks

The Chancellor in dealing with the two classes of taxpayers frankly admitted that they were over-taxed, but pointed out that the funds at his disposal did not permit of his dispensing anything beyond a verbal expression of sympathy and thanks to them for what they have borne and done to support the Exchequer. One small concession he makes to one class of income-tax payers: an adjustment is to be made in the direction of conceding more liberal allowances for wear and tear in machinery and plant used in the earning of trade incomes. By a curious coincidence he at the same time intends to provide for the taxation of voluntary pensions, or gifts in the nature of pensions, made to employees on retiring from their employment. This will mean, if carried into effect, the legalising of a view held for some time by Revenue officials that such voluntary dona-

tions were taxable under the present income-tax law, but which the House of Lords has held to be inaccurate. It will be interesting to see how so difficult a proposition can be embodied in legal language without being so wide as to cause serious hardship. With this failure to remit even these emergency taxes has to be joined the reimposition of the tax on tea which was dropped in 1929. The tax is one which especially in the present fiscal emergency few will be found to condemn, although a tea tax in itself, seeing the practical impossibility of making it an *ad valorem* duty, has much to be urged against it. There is something intrinsically unsound in a provision which makes a cheap quality of tea liable to the same rate of duty as the very dearest. In one feature of his budgetary proposals the Chancellor must have taken especial pleasure. Having found himself in need of some £30,000,000 to balance his budget, there came as if by magic to his hand the opportunity of attaining the object desired by his supporters by giving effect to the scheme of import duties with which he has been so long identified. By this happy expedient he was placed in the favourable position of presenting a balanced budget—a phenomenon almost unique in the world at the present time.

The Seven Point Plan

THE changing conditions in the distribution of photographic supplies, involving the restrictions on the number of dealers and the goods which they are being allowed to sell, is resulting not only in considerable ill feeling, but is also dislocating business in other directions. The latest proposals are embodied in what is becoming known as the Seven Point Plan, the clauses of which are as follows:—

(a) Every dealer on the "approved list" would be a member of the Photographic Dealers' Association.

(b) The P.D.A. would accept responsibility for the maintenance of developing and printing prices and conditions.

(c) Maintenance of D. and P. prices would be a condition of membership of the P.D.A.

(d) P.D.A. members would use only those finishers on the membership list of the Wholesale Photo Finishers' Association.

(e) An Approved List of Finishers would be created by agreement between the W.P.F.A. and the manufacturers.

(f) New finishers would be approved on a basis to be determined by a joint council of the W.P.F.A. and Manufacturers.

(g) Approved finishers would maintain P.D.A. prices, standard trade discounts and conditions and operate only for P.D.A. members.

It will be appreciated that the plan is practically "watertight," but would involve considerable concessions from the manufacturers. Such a scheme is highly attractive to those included, but there are a large number of dealers and finishers who are outside its orbit, and though their business may not be large, they are not likely to lose it without a struggle. Since the introduction of tariffs and the depreciation of the rate of exchange, business with imported materials has become almost impossible, but if the potential volume remains as large as at present there will be a remarkable opportunity for an enterprising manufacturer. In addition to the existing dealers outside the "approved" it should not be overlooked that there are other traders who are not exactly enamoured of the curtailment their trade has suffered.

Pharmaceutical Society of Great Britain

District Meetings in Scotland

EDINBURGH

By invitation of the committees of the Edinburgh and South-Eastern Scottish Branch and the Glasgow and South-Western Scottish Branch, the president of the Society (Mr. A. R. Melhuish) paid a visit to Scotland on April 13 and 14. On April 13 Mr. Melhuish attended a meeting of the Executive of the North British Branch. He was also present at a luncheon of the Executive with the members of the Board of Examiners for Scotland. In the afternoon he attended a meeting of the Edinburgh and South-Eastern Scottish Branch, Mr. Peter Nisbet (Leith) in the chair. There was a large and representative gathering. The chairman said they were fortunate in having in Mr. Melhuish a very able gentleman. Mr. Melhuish said he was pleased and delighted to have an opportunity of addressing the Edinburgh and District Branch for the first time. He had, that morning, gone over the newly acquired property at York Place, which would give much-needed new facilities for conducting the examinations in Edinburgh. Pharmacy, he said, could not possibly stand still; if it did so, they would not really stand still, but go backward. The Society were setting up two post-graduate courses, one in pharmaceutical analysis and the other in biochemical analysis. He anticipated that they had in their minds questions about the Pharmacy and Poisons Bill, about the changed attitude of the Council, about the position of the president of the Society and their two fundamental demands. They had made a very good fight; he regretted nothing that they had done, and he could not think of anything they had left undone. By negotiation with the Department, they had secured some fifty or sixty amendments to the Bill. Circumstances had changed and the Council had been under the necessity of reviewing the whole position. The Government had met them, so far, in regard to one of their fundamental points, by agreeing to add to Clause 17 of the Bill a direction to the Poisons Board that, in determining the distribution of poisons as between Part I and Part II of the Schedule, regard should be had to the desirability of restricting Part II to articles which are in common use or are likely to come into common use for purposes other than the treatment of human ailments and which it is reasonably necessary to include in the said Part II if the public were to have adequate facilities for obtaining them. That addition would, to a large extent, meet one of their fundamental points. The other fundamental point, as to the reservation of the dispensing of all medicines, they had found it necessary to depart from, in the meantime, till this Bill had been got out of the way. They were ready, however, when the suitable opportunity arrived, to proceed in the endeavour to secure this. The president's address was listened to with attention by the large audience. After a brief discussion, a cordial vote of thanks was awarded to the president.

GLASGOW

The president then proceeded to Glasgow, where he addressed a large and representative gathering, including many members from the surrounding counties. Mr. W. Spence Culbert was in the chair. At the opening of the meeting, the president of the Society was called upon to hand over to Miss Mary McDougall Bain, Ph.C., a small honorarium as a tangible token of the Branch's appreciation of her work as librarian in charge of the materia medica cabinet for the use of students during the last three years. Miss Bain, in response, said she desired to thank the Association for this kind recognition of her work, and asked the president to be good enough to accept the sum of money as a donation to the Orphan Fund of the Society. Mr. Melhuish said it was a great pleasure to him to have an opportunity of addressing

what he knew to be a very active and live branch. The great desire of the Council was to keep the ranks of pharmacy united so that, together, they might go forward on a policy which would be for the advantage of pharmacy. He proceeded to explain the position, in detail, on the lines of his address at Edinburgh. A cordial vote of thanks to the president was unanimously passed.

DUMFRIES

On April 14 the president, with the office-bearers of the Glasgow and South-Western Scottish Branch, attended a local branch meeting at Dumfries, Mr. W. Spence Culbert (chairman of the Branch) presiding. There was a full attendance of members from Dumfries and the southern counties. The president expressed his great pleasure in visiting, for the first time, the town of Dumfries. He proceeded to explain the position in regard to the Pharmacy and Poisons Bill on the same lines as at Edinburgh and Glasgow. On the chairman throwing the meeting open for discussion, it became apparent that the president's explanation had made matters so clear that the members were unanimously disposed to accept the position as he had explained it. On the motion of Mr. William J. Moffat (vice-chairman of the Branch), a cordial vote of thanks was unanimously awarded to the president.

Examination[†] Results

The following are the results of the examinations held in Edinburgh during April:—

	No.	PRELIMINARY SCIENTIFIC				CHEMIST AND DRUGGIST QUALIFYING			
		Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for Prelim. Sc. exam. ..	154	6	54	34	60	—	—	—	—
Referred subject in Prelim. Sc. exam. ..	41	—	—	8	33	—	—	—	—
Entered for C. and D. exam.	30	—	—	—	—	6	7	11	6
Referred subject in C. and D. exam. ..	16	—	—	—	—	—	—	1	15
	241	6	54	42	93	6	7	12	21

Referred in one subject:—Botany, 21; chemistry, 11; physics, 10; pharmacognosy, 1; pharmacy, 8; pharmaceutical chemistry, 3; forensic pharmacy, 0; total, 54.

CHEMIST AND DRUGGIST QUALIFYING EXAMINATION

The following, having satisfied the examiners in the Chemist and Druggist Qualifying examination, have been registered as chemists and druggists:—

Ashcroft, H., Fleetwood	Swainston, G. M., S. Shields
Binns, C., Leeds	Toshach, J. C., Sunderland
Campbell, J. R., Crossgates	Tyson, W., Farnworth
Dyer, J. C., W. Hartlepool	Wallace, G. P., Airdrie
Farquharson, Margaret M., Glasgow	Warburton, R. C., Leeds
Hossack, R. A., Forres	Weir, Constance C., Kemnay
Little, A. G., Prestwick	Weir, Mary F., Kilmarnock
Longstaff, J. C., New Seaham	Wetherill, Olive M., Egre-mont
MacMurray, P., Dalmel-lington	Wiley, H. R., Ferryhill
Murray, J. G., Aberdeen	Wilson, Isabella W., Burnt-island
Smith, D. R., Wigan	

North British Executive

A MEETING of the Executive of the North British Branch was held at 36 York Place, Edinburgh, on April 13, Mr. J. B. McVitie in the chair. Mr. A. R. Melhuish (president of the Society) was present.

The CHAIRMAN said they were honoured with the presence of the president. He felt sure he was voicing their unanimous opinion when he said he could remember no president of the Society who had surpassed Mr. Melhuish in the manner in which he had endeared himself to them all, and who had so fully impressed them with his ability. They extended to him a very cordial welcome.

DEATHS

The CHAIRMAN said he had to mention the loss they had sustained by the death of Mr. James D. Petrie, Blairgowrie. Mr. Petrie had been divisional secretary for East Perthshire for thirty-one years. He was well known throughout Perthshire as a thoroughly representative pharmacist, and at the time of his death was president of the Perthshire Pharmacists' Association. A further loss had been sustained by the death of Mr.

Alexander Tweedie, Bo'ness. Mr. Tweedie had been for twenty-three years divisional secretary of the Society for West Lothian.

EDUCATION AND EXAMINATIONS

A copy of the new examination regulations was submitted. The Preliminary Pharmaceutical examination of the Educational Institute of Scotland disappeared from the list, its place being taken by the Medical Preliminary examination of the Educational Institute of Scotland.

PHARMACY AND POISONS BILL

It was suggested that local branches should refrain from adopting any precipitate resolutions prior to the conference to be held in London on April 26.

The PRESIDENT briefly referred to the difficult position that had arisen, and explained the ground on which the Council had definitely arrived at the decision which was now well known to all members of the Society. The conference had been called in the expectation that they would maintain the unity of the craft in supporting the position which the Council had finally agreed to adopt.

Retail Pharmacists' Union

Pharmacy and Poisons Bill

THE following circular ("U. L., 228"), dated April 13, has been issued by Mr. G. A. Mallinson, secretary of the Union:—

The Pharmaceutical Council at its meeting on March 2 passed resolutions which were sent to the Home Office intimating its withdrawal of opposition to the Bill and promising that in the event of the Bill being re-introduced by the Government the Council would give its assistance to the passing of the Bill. This promise was given subject to the condition that amendments adversely affecting pharmacists would be opposed by the Government. The Pharmaceutical Council's decision was made quite independently of, and without the knowledge of, the other organisations in pharmacy.

The decision of the Council was communicated to the R.P.U. Executive at their meeting on March 22, when the following resolutions were adopted:—

(1) That the R.P.U. Executive regrets the Pharmaceutical Council should have changed its declared policy in regard to the Pharmacy and Poisons Bill without calling together the conference of drug trade organisations or its own conference of delegates from branches, and expresses its definite opinion that there was no emergency justifying such a departure from the procedure previously adopted by the Council in connection with decisions regarding the Bill.

(2) That whilst adhering to the view previously expressed that the promotion of a division in the ranks of pharmacists on this subject would be detrimental to the best interests of pharmacy, the R.P.U. Executive reaffirms its previous opposition to the Bill until the Council's present policy has been ratified by the conference of delegates from the Society's branches.

The Pharmaceutical Council, at its meeting on April 5, decided to call a delegates' conference to secure confirmation of their action; this conference will be held on April 26, before the next meeting of the R.P.U. Executive.

It is desirable members should realise that the R.P.U. membership is the same as that of the Society, practically every member of the R.P.U. being a member of the Society.

This being the case, the R.P.U. Executive must take cognisance of any decision on this Bill which is arrived at by the branches of the Society and its delegates' conference.

It may be suggested that in these circumstances the R.P.U. Executive ought to give a lead to its members as to the policy to be adopted at the meetings of the Society's branches, and at the delegates' conference.

The position of the R.P.U. Executive in regard to

the Bill is set out in the two resolutions quoted above, but members will realise that the conditions regarding further opposition to the Bill are now totally different. The Pharmaceutical Council has the responsibility of explaining to its branches and its delegates' conference the reasons for changing its policy.

Members of the R.P.U. should attend any branch meetings which may be held and the conference (if elected as delegates) with open minds and previously consider the message from A. R. Melhuish, Esq. (president of the Pharmaceutical Society), which was published in "The Pharmaceutical Journal" on March 12, 1932, as this will no doubt be discussed at those meetings in conjunction with the Pharmaceutical Council's decision not to oppose the Bill.

The R.P.U. Executive has always admitted that Part 1 of the Bill had good points, but it considered that Part 2 was dangerous to chemists' business interests. Those in favour of the Bill have urged that whilst the danger was there, it might well be that the operation of Part 2 would not prove disadvantageous to chemists, by reason of more definite and wider scheduling than exists at present.

The R.P.U. Executive has tried without success to obtain something definite in the way of protection for chemists in regard to Part 2. The official answer is that the policy of the authorities is to secure more satisfactory regulation of sales of poison, and it would not be possible to carry out their intentions from a public administrative point of view if the sale of all scheduled poisons was definitely limited to chemists, as the alternative forced upon the authorities in such circumstances would be to refrain from scheduling, leaving such articles free from all regulation and control, and consequently saleable by everybody.

Members and delegates to the Society's Conference on the Bill should realise that they must consider and decide the whole matter in the light of the new position created by the action of the Council, and its explanation of the reasons for the change of policy.

The R.P.U. policy has always been to strengthen pharmacy, and for that reason the R.P.U. Executive has definitely refused on all occasions to weaken the position of pharmacy by showing a divided front to the Government or any enemy of our calling. Hence this appeal to our members to take a real interest in this important decision which must be made by the members themselves at the Society's Conference.

PS.—The R.P.U. Executive will in any case not cease its endeavours to secure improvements in the Bill and to prevent amendments contrary to the interests of chemists.

North London Pharmaceutical Association

It is now generally accepted that the festive pharmaceutical season (so far as the Metropolis is concerned) closes with the dinner and dance of the North London Pharmaceutical Association. This year, as usual, there was a large and merry gathering of just over 200 at the Restaurant Frascati on April 14. Besides holding the record in numbers, the North London is usually celebrated for the excellence of the dinner and the brevity and snappiness of the oratory, and this year this reputation was well maintained. The company, welcomed by the president (Mr. J. C. Young) and Mrs. Young, included officers from all the London Associations, seven members of the Council of the Pharmaceutical Society (as well as the secretary), many representatives of wholesale houses, and (what the Association is most proud of) a preponderance of its own members in the retail trade. Supporting the chair at the top table were Mr. F. Gladstone Hines (vice-president of the Society), Mr. and Mrs. John Keall, Mr. and Mrs. John Humphrey, Mr. and Mrs. H. N. Linstead, Mr. and Mrs. Peter Irvine, Mr. and Mrs. F. G. Wells, Mr. and Mrs. C. A. Noble, Mr. and Mrs. W. E. Shirliff, Mr. and Mrs. Pat Maw, Mr. and Mrs. William Chalmers, and Mr. R. R. Bennett. Past-presidents of the Association headed the six spur tables, the viands were consumed to orchestral accompaniment, and the few speeches were interspersed with excellent music provided by Mrs. Helena Perrett (soprano), Mr. Dale Smith (baritone), Miss Elsie Avril (violin), with Miss Gwendoline Williams and Mr. Norman Pridle at the piano. There were three toasts only—"The King," "The Pharmaceutical Society" and "The North London Pharmaceutical Association." In proposing the Society, Mr. J. Hearle, following the North London tradition, girded gently at the change of front recently made by the Council with regard to the Pharmacy and Poisons Bill, but commended their decision to have a further conference on the subject. He likewise touched lightly on the new proposals concerning the entrance examinations and Mr. Neathercoat's democratic gesture in securing the admission of members to the meetings of the Council. In his reply, Mr. Hines was genial, cautious and strictly non-committal, as became a responsible councillor. The toast of the Association was in the hands of Mr. F. G. Wells, who paid high tribute to the man who had made the largest pharmaceutical association in the country with a membership of about 600; this and other references to Mr. Herbert Skinner were warmly applauded. After an interlude for the presentation of sports prizes by Mrs. Young, came what was universally acclaimed as the high-light of the evening's entertainment. This was the reply of Mr. Young for the Association. Seldom does one listen to so spontaneously humorous a speech—but one in which nothing was forgotten that ought to have been said. It was the right note to conclude the official portion of the function and an effective prelude to the dancing which was continued with unabated vigour until midnight. The trophies in connection with the London Chemists' Sports Club were secured by the following ladies and gentlemen:—

Golf Spoons: Mrs. Swanston, Messrs. P. J. Fleming, G. G. Gibson, J. Deas, W. E. Swanston and E. J. Pryce.

Putting Spoons: Mrs. Swanston and Mrs. Walters.

Quoits: W. E. Swanston.

Shooting: Two-guinea Harrison Prize, A. R. C. Honiatt. Spoons: A. R. C. Honiatt (3), E. C. Pryce, J. Deas, G. G. Gibson, J. V. Walters, R. G. Felton and W. E. Swanston.

Aggregate Medal, 1930/31, London League: R. G. Felton (average 96).

Several speakers in the course of the evening expressed enthusiasm for the work of Mr. Skinner and his able henchman, Mr. W. E. Swanston, in securing such excellence in the arrangements for the evening's entertainment. And so said all of us.

Association Meetings

Edinburgh.—The annual business meeting of the Edinburgh Chemists', Assistants' and Apprentices' Association was held on April 8, Mr. J. J. Blackie (president) in the chair. There was an interesting discussion on *Unemployment in Pharmacy*. Mr. C. J. Collins, who opened the discussion, said that by the courtesy of Mr. H. N. Linstead (secretary of the Society) he was enabled to quote some statistics regarding unemployment in pharmacy which indicated that the situation had been growing worse during the last year or two. In 1929 information from Leicester, Manchester, Birmingham, South Wales and Nottingham showed practically no increase in unemployment. London and Liverpool reported a marked increase. Glasgow replied that generally in Scotland there was a surplus of qualified chemists. Exact figures were not available. Mr. Linstead had found, however, that 5,000 out of 23,000 registered chemists were unemployed. This fact suggested the need for some concerted action. In the first place, he suggested Government legislation giving the dispensing of all medicines to the pharmacist. They might limit the entrants into pharmacy by raising the entrance examination to matriculation standard. In the second place, there should be fixed by the Society a ratio of, say, one apprentice only to each pharmacist. This was usual in country pharmacies, but in some town pharmacies apprentices were employed for the sake of cheap labour. By limitation of apprentices the surplus of qualified persons would be reduced, but they would be better trained. Mr. W. E. Herd thought the presence of women in pharmacy was a cause of low wages and unemployment. Limitation of apprentices had been tried in the painting trade, and had failed. The fact that galenicals were being made in wholesale laboratories was a point in favour of apprenticeship being served partly in the wholesale and partly in the retail. Dispensing by doctors should be prohibited. Advertising chemists' work and qualifications would increase work and diminish unemployment. The discussion was taken part in by Dr. Tait and Messrs. Ferguson, Beattie, Blair, Stout and Hill. On the motion of the chairman, a vote of thanks was awarded to Messrs. Collins and Herd. Mr. David R. Day (secretary) submitted the annual report, which recorded a highly successful session with larger attendances at meetings. Mr. W. A. Beattie (treasurer) submitted the financial statement, showing a credit balance. The report and statement were adopted. The following officers were elected:—*President*, Mr. J. J. Blackie; *Vice-President*, Mr. W. A. Beattie; *Secretary*, Mr. Eric Knott, 21 West Richmond Street; *Assistant Secretary*, Mr. W. E. Herd; *Treasurer*, Mr. Andrew Jackson; *Committee*, Misses Middlemas and Simpson and Messrs. Collins, Ferguson, Houston, Kay and Latimer; *Prize Committee*, Messrs. Blair, Currie and Stout. It was agreed to give a donation of £1 1s. to the Society's Benevolent Fund.

Liverpool.—At a meeting of the Liverpool Chemists' Association and Branch of the Pharmaceutical Society, on April 6, Mr. Ernest C. Cripps, delivered a lecture on *Welfare Centres: Their Use and Abuse*. Mr. Cripps pointed out that it was compulsory for local authorities to provide welfare centres, the majority of which supplied infant foods, but unfortunately there was much abuse of the privilege. The centres were being run at the expense of the rates, and the ratepayers had a right to be protected. Arrangements had been made at Newcastle and at Stretford whereby supplies had to be obtained from the local chemists. Manchester chemists were endeavouring to secure the same arrangement. Mr. Cripps suggested that the Liverpool medical officer of health should be approached. It was decided to discuss the matter further.

West Ham.—The officers for the West Ham and Eastern District Association of Pharmacists for the forthcoming year are as follows:—*President*, W. Main; *Vice-President*, A. Mortimer, *Secretary and Treasurer*, J. Reed. The annual dinner is fixed for February 16, 1933.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, April 21

CONDITIONS in all markets are still far from normal. Business continues on very modest lines, and is almost entirely restricted to spot goods, with orders for comparatively small quantities. The Budget seems to have had a depressing effect; it is of interest to note that, although the total estimates for the forthcoming year are the lowest since the war, taxation, both direct and indirect, has never been heavier. Sterling is keeping well up to recent levels, and some further appreciation seems rather probable. In pharmaceutical chemicals business has moved along very quietly, and the tone is fairly steady, with very few alterations in values recorded. The generally quiet tone in the crude drugs markets is still in full evidence, and prices in many instances have reached exceptionally low levels. Agar-agar is again cheaper and still weak; Japanese camphor and menthol are very slack, and continue to decline in value. With good fishing results and an unusually good oil production cod-liver oil shows a big decline during the past five or six weeks, and the shipment market is quiet but fairly steady. Gum acacia is neglected. New crop Jamaican honey is now in good supply. Saffron is quoted cheaper. Grey Jamaica sarsaparilla is at good prices on a short supply. Senna is quiet. In essential oils business is anything but satisfactory, although there is a steady flow of small orders. "Red Ship" anise is easier and dull. Cassia is at a decline; Java and Ceylon citronella are quoted cheaper; Bourbon geranium is very steady on spot. Sicilian lemon remains at low shipment figures, but there is little business moving. Japanese peppermint has been flat on spot and for shipment, and prices are down again on the week. In fixed oils business has been a trifle better after the recent slackness, but values remain at unsatisfactory levels. Palm oils are steadier; linseed (raw, naked) is cheaper on the week; American turpentine has lost ground, but closes steadier. The bank rate has been reduced this morning to three per cent.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	April 21	Value of the £
Amsterdam ..	Fl. to £	12.107	9.30	15/4½
Berlin ..	Mks. to £	20.43	15.85	15/6½
Brussels ..	Belga to £	35	26.90	15/4½
Copenhagen ..	Kr. to £	18.159	18½	20/1½
Lisbon ..	Esc. to £	110	110	20/-
Madrid ..	Ptas. to £	25.22½	48½	38/2½
Milan ..	Lire to £	92.45	73½	15/10½
Montreal ..	Dol. to £	4.86½	4.18½	17/2½
New York ..	Dol. to £	4.85½	3.76½	15/6
Oslo ..	Kr. to £	18.159	20½	22/8½
Paris ..	Fr. to £	124.21	95½	15/4½
Prague ..	Kr. to £	164.25	127½	16/2½
Stockholm ..	Kr. to £	18.159	20½	22/5½
Warsaw ..	Zloty to £	43.38	33½	15/-
Zurich ..	Fr. to £	25.2215	19.40	15/4½

Bank rate 3 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS has perhaps been on a slightly better scale this week, but the market generally is far from being active. Prices quoted show but minor alteration and the tone is steady. The cheap parcels of vanillin seem to have been cleared.

ACETANILID remains rather quiet; market steady: B.P. crystals and powder, 1s. 5½d. to 1s. 6½d. per lb. as to quantity.

AMIDOL is meeting with more inquiry; market steady: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb. in 7-lb. tins.

AMIDOPYRIN is steady as quoted by dealers; business is slow: crystals, five cwt., 17s. 1d.; two cwt., 17s. 3d.; less than two cwt., 17s. 8d. per lb., powder 2d. per lb. extra.

AMMONIUM BENZOATE is being quoted on spot at about 3s. 4d. to 3s. 6d. per lb. as to quantity.

AMMONIUM ICHTHOSULPHONATE remains quiet with the market steady: one cwt., in 14-lb. tins, 1s. 7d.; in 1-lb. tins, 1s. 8d.; in 8-oz. tins, 1s. 10d.; in 4-oz. tins, 2s. per lb., and higher prices for smaller quantities.

ASPIRIN.—The market is fully steady and business is satisfactory; home makers doing well. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb. f.o.b.; less than one cwt., 2s. 9d. per lb., ex works.

BARBITONE.—Dealers' prices are steady, with occasional business moving: spot, two cwt., 10s. 7d.; one cwt., 10s. 8d.; 56 lb., 10s. 10d.; smaller parcels up to 11s. 3d. per lb.

BENZOIC ACID (B.P.) is meeting with a steady business and prices are maintained: quantities, ex works, 1s. 10½d.; spot parcels, 1s. 11d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' prices are as follows:—

	8 lbs. and under 28 lbs.	28 lbs. and under 1 cwt.	Not less than 1 cwt.
	Per lb. s. d.	Per lb. s. d.	Per lb. s. d.
Carbonate ..	7 0	6 6	6 3
Citrate ..	9 3	8 9	8 6
Nitrate cryst. ..	4 11	4 5	4 2
Oxide ..	10 4	9 10	9 7
Salicylate ..	7 9	7 3	7 0
Subchloride ..	10 2	9 8	9 5
Subgallate ..	7 5	6 11	6 8
Subnitrate ..	6 2	5 8	5 5

A rebate of 3d. per lb. will be allowed on sales of not less than two cwt. (either for prompt delivery or on contract) provided delivery is completed or paid for within three months. Liquor bismuthi (B.P.), in w-qts., 1s. 1½d. per lb.; in six w-qts., 11d. per lb.; in 12 w-qts., 9½d. per lb.; in 36 w-qts., 9d. per lb. Without engagement.

BROMIDES.—Makers' prices are at the advanced rates recorded last week; imported material at about the same figures: ammonium, not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 5d.; one cwt., 1s. 6d.; smaller quantities, 1s. 9d. per lb.; sodium B.P., not less than five cwt., 1s. 7d.; one cwt., 1s. 8d.; smaller quantities, 1s. 11d. per lb. Special prices for bulk quantities.

BUTYL CHLORAL HYDRATE is in limited demand, with quoted prices steady: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CALCIUM LACTATE is steadier and a fair volume of business is being done: spot, bulk quantities, 1s. 1½d. up to 1s. 3½d. per lb. for small quantities.

CHLORFORM.—Home makers' prices are as follows: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3½d. to 2s. 6½d.; 2-lb. bottles, 2s. 4½d. to 2s. 7½d.; 1-lb. bottles, 2s. 5½d. to 2s. 8½d.; 8-oz. bottles, 2s. 6½d. to 2s. 9½d.; 4-oz. bottles, 2s. 8½d. to 2s. 11½d. per lb. for ten cwt. down to 56-lb. lots; carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—Home makers' prices are quoted unchanged at 1s. 1d. per lb., less 5 per cent., nominal and without engagement. Dealers' prices for imported material to arrive are nominal.

CREAM OF TARTAR.—British makers continue to quote 99 to 100 per cent. at 10s. per cwt., less 2½ per cent. discount, nominal and without engagement. Foreign material to arrive is nominal and non-competitive.

CREOSOTE (B.P.).—Business remains slow: quantities in 25-kilo demijohns, 2s. 1½d. up to 2s. 3d. per lb. for small parcels.

GUAIACOL CARBONATE.—Dealers' prices are steadier, while business is rather limited: spot, five cwt., 7s. 7d.; two cwt., 7s. 9d.; one cwt., 7s. 11½d.; smaller quantities up to 8s. 3d. per lb.

HEXAMINE is meeting with moderate business, with prices steady: free-running crystals, spot, from 2s. 4½d. to 2s. 9d. per lb., and slightly less for large contracts.

HYDROQUINONE.—Imported material is quoted unchanged, with rather more inquiry about: ten cwt., 4s. 8½d.; five cwt., 4s. 9½d.; two cwt., 4s. 10½d.; one cwt., 4s. 10¾d.; 56 lb., 4s. 11½d.; 28 lb., 5s. 1¾d.; 14 lb., 5s. 3½d.; 7 lb., 5s. 5½d.; 1 lb., 6s. per lb., carriage paid.

LACTIC ACID (B.P.).—This market is steady and business is fairly good: bulk quantities, in carboys, 1s. 5½d. to 1s. 6d.; smaller lots, in demijohns and winchesters, 1s. 7d. to 1s. 8½d. per lb., carriage paid.

METHYL SALICYLATE (B.P.).—Market is very steady, with home makers doing good business: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Market is dull; dealers' prices steady: two cwt., 18s. 1d.; one cwt., 18s. 7d.; 56 lb., 19s. 2d.; small parcels, 19s. 6d. per lb.

METOL.—More inquiry, with the market steady: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 6d. per lb., in tins; bottles extra, and higher prices for smaller quantities.

MILK SUGAR.—Occasional business is being done, with dealers' prices for Continental competitive: one ton, 55s. 6d.; ten cwt., 57s.; two cwt., 58s. 6d. per cwt., in two-cwt. cases.

MORPHINE.—Makers' prices are as follows:—

	Under 5 oz.	5 oz. and over assorted	For 100 oz. assorted contracts over 6 months	For 250 oz. assorted contracts over 6 months
Morphine :				
alkaloid precip. ..	oz.	oz.	oz.	oz.
meconate	23/2	22/1	21/7	21/1
tartrate (neutral) ..				
acetate	18/8	17/10	17/4	16/10
hydrochloride powder ..				
sulphate				

Fall clause for contracts of 100 oz. and over.

PARALDEHYDE.—Business has been rather limited: cwt. lots, in demijohns, 1s. 1½d.; in winchesters, 1s. 4d. per lb., and higher prices for small quantities.

PHENACETIN.—Business remains comparatively poor and dealers' prices are irregular on quotation: crystals, ten cwt., 5s. 2½d.; five cwt., 5s. 4d.; two cwt., 5s. 5d.; and less, 5s. 8d. per lb., with powder 2d. per lb. extra.

PHENAZONE.—The demand is rather limited, with dealers' prices about unchanged: crystals, ten cwt., 9s.; five cwt., 9s. 3d.; two cwt., 9s. 5d.; and less, 9s. 9d. per lb., with powder, 2d. per lb. extra.

PHENOLPHTHALEIN.—Home makers' prices for the limited business passing are keen: ten cwt., 4s. 3d.; two cwt., 4s. 6d.; less than two cwt., 4s. 9d. per lb.

PIPERAZINE.—The market is quiet: in 8-oz. bottles, 44s. 3d.; in 1-oz. bottles, 51s. per oz.; and lower prices for quantities.

POTASSIUM PERMANGANATE (B.P.).—This market is steady as quoted by dealers and a fair volume of business is being done: quantities, in drums, 8½d. to 9d.; druggists' parcels, 9½d. to 9¾d. per lb.

POTASSIUM SULPHOGUAIACOLATE is about unchanged on a quiet market: spot, 4s. 6d. to 4s. 8d. per lb. as to quantity.

QUININE SULPHATE.—The Convention price for this market is holding at 2s. 3d. per oz., carriage paid on bulk quantities.

RESORCIN.—The market is dull, with dealers' prices unchanged: crystals, one cwt., 4s. 6d.; 56 lb., 4s. 7d.; 28 lb., 4s. 8d.; 14 lb., 4s. 10d.; 7 lb., 5s.; less than 7 lb., 5s. 6d. per lb., with powder 3d. per lb. extra.

SALICYLIC ACID (B.P.).—Home makers' prices are firm; business satisfactory: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels up to 2s. per lb.

SALOL.—Dealers' sterling prices are maintained; business is limited: crystals, two cwt., 5s. 7d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10½d.; smaller parcels, 6s. per lb.; powder, 2d. per lb. extra.

SODIUM BENZOATE (B.P.) is of fair interest and the market is steady: quantities, 1s. 9d. and up to 2s. per lb. for small parcels.

SODIUM DIETHYLBARBITURATE.—Business is not of much account; market unchanged: spot, 12s. 8d. to 13s. 9d. per lb. as to quantity.

SODIUM SALICYLATE (B.P.).—A very fair volume of business continues, with home makers and imported material available; market is steady. Home trade: powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4½d.; 1 lb., 2s. 7d. per lb., with crystals 1d. per lb. extra.

STRYCHNINE.—Makers' prices were reduced, not advanced as stated last week, to the following rates: for 1,000-oz. lots, pure, crystals, 2s. 7½d.; powder, 2s. 6½d.; arsenate, 2s. 7d.; bisulphate, 2s. 1d.; hydrochloride, 2s. 4d.; hypophosphite, 5s. 0½d.; nitrate, 2s. 2d.; phosphate, 3s. 1½d.; sulphate, 2s. 3½d. per oz.

SULPHONAL.—Dealers' prices are about unchanged; business rather quiet: spot, crystals, two cwt., 14s. 4d.; one cwt., 14s. 11d.; 56 lb., 15s. 2d.; small parcels, up to 15s. 9d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Home makers continue to quote at 1s. 1½d. per lb., less 5 per cent., discount, nominal and without engagement. Dealers' prices for foreign material to arrive are nominal.

THYMOL.—Business is very quiet and the market is easy as quoted: synthetic, fine white, one cwt., 6s.; 56 lb., 6s. 1½d.; 28 lb., 6s. 3d.; 14 lb., 6s. 6d. per lb.; ex ajowan seed, one cwt., 7s. 6d.; 56 lb., 7s. 7½d.; 28 lb., 7s. 9d.; 14 lb., 8s. per lb.

VANILLIN.—More inquiry is being received and most of the cheaper parcels have been cleared: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 18s. per lb. as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

AGAR-AGAR.—The market is dull and quoted cheaper, closing rather easy. Spot, Kobe No. 1, 3s. 7½d.; No. 2, 3s. 4½d.; Yokohama No. 1, 3s. 4½d. per lb.; shipment, Kobo No. 1, 2s. 9½d.; No. 2, 2s. 5d.; Yokohama, No. 1, 2s. 5d. per lb. c.i.f.

ANTIMONY.—The market remains quiet but values are about maintained at last week's cheaper figures. Chinese crude, spot, £18 10s.; shipment, £13 c.i.f. Chinese oxide, spot, £23; shipment, £22 15s. c.i.f.

BALSAMS.—Some fair business is being done in *Tolu* with the price steady at 3s. 6d. per lb.; Canada is offering on spot at about 3s. 9d. per lb.

BELLADONNA.—Some good green leaves are quoted at about 77s. 6d. per cwt., spot. Root is offering at about 57s. 6d. per cwt., spot.

BURDOCK ROOT.—Dealers' prices for spot are in the region of 32s. 6d. per cwt.

CAMPHOR.—The spot market for Japanese is easier and still particularly quiet; slabs, 2s. 7½d.; no flowers offering; tablets, 3s. 5d. per lb.; shipment, slabs, 1s. 10½d.; flowers, 1s. 11d.; tablets, 2s. 4½d. per lb., c.i.f. English refined camphor is quoted by makers as follows: flowers, one cwt., 3s. 4d.; 28 lb., 3s. 5d.; small lots, 3s. 6d. per lb. Transparent tablets: 4 oz., 8 oz., 16 oz., 3s. 7d.; 1 oz., 2 oz., 3s. 8d.; ½ oz., ¼ oz. and ¼ oz., 3s. 9d. per lb. Special rates apply for quantities and contracts. Quoted without engagement.

CANTHARIDES.—It is reported there are no Russian available at present.

CASCARA SAGRADA.—Some occasional business of limited size is being done with 1931 peel steady on spot at 57s. 6d. per cwt. Shipment is quoted at about 42s. per cwt., c.i.f. for 1931 peel.

CELERY SEEDS.—The spot price has advanced and is now quoted in the region of 120s. per cwt.

CHAMOMILES.—There is a fair demand with sales at previous rates: quoted from 120s. to 132s. 6d. per cwt., as to colour.

CLOVES.—The market is steadier but business remains quiet. Zanzibar spot, 7½d.; shipment, April-June, 7½d.; July-August, 7½d. sellers, c.i.f.

The landings of Zanzibar in London during the week ended April 16 were nil and the deliveries 204, leaving a stock of 2,406, against 506 in 1931. From January 1 to date landings of Zanzibar have been 3,892, against 409 in 1931, and the deliveries 3,474, against 916 in 1931. Landings of Madagascar for the

week ended April 16 were *nil* and the deliveries *nil*, leaving a stock of 1,607, against 1,181 in 1931. Landings of Madagascar this year to date have been 782, against 1,395 in 1931, and the deliveries 182, against 1,120 in 1931.

COCOA BUTTER.—The spot quotation for prime English is unchanged at 9½d. to 10½d. per lb., as to quantity.

COCONUT (DESICCATED).—The market is steadier this week and business has been a little better. Spot, fine, 25s.; medium, 25s. 6d.; shipment, halves, May-June, 23s. sellers, c.i.f.

COD-LIVER OIL.—A further week of good fishing is reported with the total catch of cod up to April 18 at 130,500 tons, against 103,755 tons at the same time in 1931 and 174,316 tons in 1930. Production of oil to April 18 was 80,954 hectol., against 50,690 hectol. in 1931, and 73,443 hectol. in 1930. Inquiry seems to have slackened, and the market is rather subdued, but the tone is fairly steady. Shipment quotations for finest Lofoten steam-refined non-freezing medicinal oil are now at about 84s. per barrel, c.i.f. Spot is quoted in the region of 102s. 6d. to 104s. per barrel, ex wharf, duty paid. Some brands may be slightly cheaper.

EGROT.—Several arrivals of Spanish and Russian have taken place. Russian is steady as quoted by distributors: less than ten cwt., 1s. 9d.; ten cwt. to one ton, 1s. 7½d.; one ton and over, 1s. 6½d. per lb., ex warehouse, duty paid; for export a rebate of 1½d. per lb., on the above scale, ex bonded warehouse.

GELATIN.—Dealers' prices are easier; market steady. Spot, gold leaf, 1s. 11d.; silver leaf, 1s. 9d.; bronze leaf, 1s. 6d.; thin leaf, 1s. 5d. per lb., in cwt. cases.

GENTIAN.—Spot offers are quoted at about 45s. per cwt., ex wharf, duty paid.

GINGER.—Quoted prices are unchanged; market is quiet but fairly steady. West African, spot, 24s. 6d.; for arrival, 22s. c.i.f. sellers.

GUM ACACIA.—This market has been particularly dull and quoted prices given are nominal: spot, Kordofan cleaned sorts, 35s.; natural, 33s. 6d.; bleached, about 80s. per cwt.; shipment, Kordofan, cleaned sorts, 30s. 6d.; natural, 29s. per cwt., c.i.f.

HONEY.—Arrivals of new crop Jamaican are now coming to hand in good quantity. Business on spot is of little importance and the recent firm tone is not maintained. Some temporary weakening in the market may be anticipated. Jamaican, good pale to white, about 47s. 6d.; medium, 36s. 6d. to 38s. 6d.; dark amber, about 30s. per cwt. spot.

HYDRASTIS.—The spot market has been quiet and values are rather easier at about 4s. 6d. to 4s. 7d. per lb., as to quantity.

IPECACUANHA.—Business continues on limited lines, with Matto Grosso spot mentioned at 5s. 3d. and upwards per lb.; Minas is quoted about 4s. 6d. per lb. spot.

LYCOPodium.—Treble-sifted is being mentioned on spot at 5s. 6d. per kilo.

MALE FERN EXTRACT.—Business is rather poor and the quoted price of 5s. per lb. might be shaded for good quantities.

MENTHOL.—The spot market for Japanese K/S brands is dull and easier as quoted at 15s. 6d. per lb.; shipment is easier and of small interest, in the region of 11s. 3d. per lb. c.i.f. for April-June shipment.

MERCURY.—The controlled shipment price for Spanish-Italian remains at 65 dollars per bottle, f.o.b. Continental port. Spot prices are at about £16 15s. to £16 17s. 6d. per bottle, ex warehouse, duty paid.

PEPPER.—At a further slight decline on the week the market closes steadier, with a little more interest shown. Lampong, spot, 6½d.; alfoat, 5½d.; shipment, April-June, sold at 5½d.; May-July, sold at 5½d.; August-October, sold at 5½d. per lb. c.i.f. Tellicherry, spot, 7½d.; shipment, 63s. c.i.f. Alleppy, spot, 7d.; shipment, April-May, 59s. c.i.f. White Muntok, spot, 7d.; shipment, April-June, 5½d. May-July, 5½d.; August-October, 5½d. c.i.f.

PIMENTO.—This market has remained dull and is quoted unchanged. Spot, 2½d. per lb.; shipment, May-July, 21s. 6d. per cwt., c.i.f. sellers.

PSYLLIUM SEED.—Spot supplies are quoted at about 1s. 3d. per lb., and less for bulk quantities.

RUBBER.—The demand for the commodity has been slow, and U.K. stocks show an increase on the week at 125,019 tons, against 136,925 tons a year ago. Values for all positions are about level on the week. Standard ribbed smoked sheet, sellers, spot, 1½d.; April, 1½d.; May, 1½d.; June,

1½d.; July-September, 2d.; October-December, 2½d.; January-March, 1933, 2½d.

SAFFRON.—Dealers' prices are steady at current quotations: prime B.P., 52s.; extra B.P., 47s. 6d.; super B.P., 46s. 6d. per lb.; slightly cheaper prices for large quantities.

SARSAPARILLA.—Dealers' prices are fully steady and business is fair: spot, grey Jamaica, 1s. 10d. to 2s.; native, mixed colours, 1s. 1d. to 1s. 1½d. per lb.

SEEDS.—**ANISE.**—Spanish, 55s.; Bulgarian, 40s.; Russian, 37s. 6d. spot. **CANARY.**—Mazagan, spot, 17s. 9d.; Tangier, 16s. 6d.; Kenitra, 15s. 6d. **LINSEED.**—Mazagan, spot, 15s. 6d.; Morocco, 14s. 6d. **CORIANDER.**—1929 crop, spot, 17s. 6d. quoted; wormy, 15s. **CUMIN.**—Malta, spot, 40s.; Morocco, 23s.; shipment, quoted 25s. 6d. c.i.f. **FENUGREEK.**—Tunisian, spot, 16s. 6d.; Morocco, 15s. **CARAWAY.**—Dutch, on spot, quoted at 34s. to 34s. 6d. **MUSTARD.**—English, 20s. to 31s., according to quality.

SENEGA.—Nothing but a few small orders has been done and the price remains at the low level of about 1s. 8d. per lb. spot.

SENNA.—The market is fairly steady, but business is on the quiet side. Alexandrian finest selected hand-picked pods continue at comparatively high rates, with supplies limited. The demand for the manufacturing quality pods is quiet, with values in the region of 4½d. to 4½d. per lb. Tinnevely hand-picked pods are steady at former rates of about 8d. per lb. Some parcels of leaves have been taken off the market.

SHELLAC.—The market is quoted cheaper and is still dull and rather unsteady: spot, standard TN orange, about 60s.; fine orange, 67s. 6d. to 132s. 6d.; pure button, 77s. 6d.; for delivery, TN sellers, May, 52s.; August, 53s.; October, 54s.; for arrival, TN sellers, April-May, 48s. 6d.; May-June, 48s. 6d. c.i.f.

VALERIAN ROOT.—Dealers' prices for spot are at about 35s. per cwt.

WAX (VARIOUS).—These markets have been particularly quiet this week. Japanese is easier for shipment. Carnauba and paraffin are quoted cheaper. **JAPANESE**, on spot, is unchanged at 57s. 6d., but is easier forward; **CARNAUBA**, fatty grey and chalky grey is cheaper at 72s. 6d.; medium yellow, steady, 140s.; fine yellow, 160s.; **CANDELILLA** is unchanged at 90s. per cwt.; **SPERMACETI**, steady at 9½d. per lb. spot; **PARAFFIN** is quoted easier from 22s. 6d. to 50s. per cwt. as to melting point; **CERESIN** is quoted from 35s. to 80s. per cwt. as to colour and melting point; **BEES'** is unchanged, with the market dull; bleached, discs, £7 15s.; slabs, £7 10s.; yellow refined, £5 15s.; yellow crude, £5 per cwt., spot.

Essential Oils, etc.

The volume of business being transacted is still restricted and prices on spot are at low levels. Cassia is easier; Java and Ceylon citronella are slightly cheaper; anise shows a decline on a dull market. Japanese peppermint is again cheaper and still dull. Sicilian lemon remains at cheap prices for shipment, but business is lacking. Wormseed is easier.

ALMOND is dull, with dealers quoting genuine s.a.p. about 8s. per lb.; sweet almond, about 2s. 3d. per lb.

ANISE (STAR).—The market has remained dull and spot and shipment prices are quoted easier: spot, "Red Ship," in leads, 2s. 1½d.; in tins, 2s. 0½d.; in drums, 1s. 10½d.; shipment, in leads, 1s. 8d.; in tins, 1s. 7d.; in drums, 1s. 6d. per lb., c.i.f.

BERGAMOT.—Some business has been put through on spot; supplies continue ample, with dealers quoting from 10s. 6d. to 10s. 9d. per lb. as to quality and quantity.

BOIS DE ROSE.—Dealers' prices for spot are steady; business is quiet: Cayenne, spot, 7s. 3d.; Brazilian, spot, 3s. to 3s. 2d. per lb.

CAJUPUT is quoted on spot in the region of 2s. 9d. per lb. for fair quantities; market is dull.

CARAWAY.—Dealers' prices are maintained, with twice-rectified on spot at 8s. 6d. to 8s. 9d. per lb. for fair quantities.

CASSIA.—The shipment market is again easier at about 3s. 2d. per lb. c.i.f.; spot is unsteady in the region of 4s. 4d. to 4s. 5d. per lb.

CEDARWOOD.—Rather more business is reported, with quantities in drums about 1s. 11d. per lb.; smaller parcels, 2s. per lb.

CINNAMON LEAF is quoted unchanged on a quiet market at 3s. 4d. to 3s. 6d. per lb. as to quantity.

CITRONELLA.—The spot market for Java is easier this week at about 2s. 8½d. per lb., and shipment is lower at 2s. 4½d. per lb. c.i.f. Ceylon is also quoted cheaper at 1s. 8d. per lb. spot and 1s. 7d. per lb. c.i.f. for shipment. Business has been generally quiet.

CLOVE.—The market for English 90 to 92 per cent. is steady at 4s. 9d. per lb., in minimum cwt. lots. Madagascar, spot, 4s. per lb. for quantities.

EUCALYPTUS.—Quoted prices are about level on the week; business is limited: Australian, 70 to 75 per cent., 1s. 0½d.; 80 to 85 per cent., 1s. 2d. per lb.; Spanish, 70 to 75 per cent., 1s. 3d. per lb.

GERANIUM.—With reports of shortage at origin and further damage to plantations, the spot market is firmly held at 27s. 6d. per lb. for Bourbon. Algerian is unchanged on spot at 27s. 6d. per lb.

GINGERGRASS is rather easy as quoted on spot at 7s. per lb., and business is quiet.

JUNIPER BERRY (B.P.) is fairly steady, with occasional business moving: spot, 4s. 9d. to 4s. 10d. per lb. as to quantity.

LAVERNER.—Prices for best quality French are steadier: 38 to 40 per cent., 10s. 9d.; 36 to 38 per cent., 10s. 6d. per lb. for fair quantities. Some occasional business has been done.

LEMON.—The cheaper prices for Sicilian hand-pressed new crop noted last week continue to operate and there is still but little interest shown: shipment, about 4s. 6d. per lb., c.i.f., for quantities. Spot is in the region of 5s. 6d. per lb., according to brand and quantity. Californian, spot, 62 cents per lb., in drums.

LEMONGRASS meets with a limited demand, with dealers' prices slightly cheaper at 2s. 2½d. per lb. spot. Shipment, 2s. 1d. per lb. c.i.f.

MANDARIN is steady but not in much demand: spot, 16s. 3d.; shipment, about 13s. 3d. per lb. c.i.f.

ORANGE.—The market is rather steadier at the lower prices mentioned last week, but there is not much business of importance moving: Sicilian sweet, spot, 8s. per lb. for quantities, and shipment 7s. per lb. c.i.f. French Colonial, 5s. 11d. per lb. c.i.f. West Indian hand-pressed, 5s. 6d. to 5s. 8d. per lb. as to quantity. Californian, spot, 82 cents to 92 cents per lb. as to quantity.

PALMAROSA is unchanged, with the spot value close up to 8s. 6d. per lb.; business is small.

PATCHOULI.—Dealers' prices are still irregular and average about 12s. 6d. per lb.; market is quiet.

PEPPERMINT.—Interest on spot in Japanese demethylised is very quiet, with prices in the region of 4s. 3d. per lb.; shipment is rather easier and dull, with April-June, 3s. 7½d.; July-August, 3s. 8d. per lb. c.i.f. American oil, natural, 9s. 6d. to 9s. 9d.; redistilled, 10s. 6d. to 10s. 9d. per lb. spot.

PETITGRAIN.—The spot prices of 4s. 5d. to 4s. 7d. per lb. might be shaded for a good quantity; business is slow.

ROSEMARY.—The market is fairly steady as quoted at about 11s. 11d. to 2s. per lb. as to quantity.

SASSAFRAS.—Dealers' prices are holding in the region of 5s. per lb.; occasional small business is being done.

SPEARMINT.—Dealers' spot prices are in the neighbourhood of 8s. per lb. as to quantity; market dull.

SPIKE.—The spot market for Spanish is steady at about 3s. 9d. per lb. Some limited quantities of French to arrive are mentioned at 4s. 9d. per lb.

WORMSEED.—The spot market is rather easier at about 11s. 6d. to 11s. 9d. per lb. as to quantity.

The following quotations are current for synthetics, etc.: Acetophene, 6s. 3d. to 6s. 6d. per lb.; amyl acetate, pure, 125s. per cwt.; technical, 115s. per cwt.; amyl salicylate, 2s. 2d. per lb., in cwt. lots; aubepine, ex para cresol, 9s. to 9s. 6d. per lb.; benzaldehyde, f.f.c., 2s. 1d. to 2s. 4d. per lb.; benzyl acetate, f.f.c., 1s. 5d. to 1s. 8d. per lb.; benzyl alcohol, 1s. 7d. to 1s. 9d. per lb.; bromstyrol, 100 per cent., 12s. to 12s. 6d. per lb.; butyric acid, 3s. 3d. to 3s. 6d. per lb.; citral, chemically pure, 7s. 6d. to 7s. 9d.; coumarin, 13s. to 14s. per lb.; ethyl phthalate, 2s. 8d. to 2s. 9d. per lb.; eugenol, 7s. 10d. to 8s. 6d. per lb.; geraniol, ex palmarosa, 16s. to 18s. per lb.; heliotropin, 100 per cent. crystals, 6s. to 6s. 6d. per lb.; iso eugenol, 10s. 6d. to 10s. 9d. per lb.; methyl anthranilate, 6s. 6d. to 7s. 6d. per lb.; mirbane, 8½d. to 10d. per lb.; musk ketone, 29s. 10d. per lb., with bonus for quantities; phenyl ethyl alcohol 8s. to 8s. 6d. per lb.; safrol, 2s. to 2s. 6d. per lb.; torpeneol, 1s. 3d. to 1s. 6d. per lb.

Fixed Oils, etc.

BUSINESS has been a trifle better, but conditions generally are still quiet. Quoted prices at the present low levels are fairly steady. Linseed (raw, naked) is easier and dull. Palm oils are steadier. Cotton oils are slightly cheaper. **ACID OILS** are quoted about level on balance and business has been a little better: coconut and/or palm kernel, 23s.; groundnut, 20s. 6d.; soya, 16s. 6d. spot. **CASTOR.**—The lower prices of last week are maintained, but business remains slow: pharmaceutical, 44s. 6d.; first pressings, 39s. 6d.; second pressings, 37s. 6d. (barrels); cases, £4 per ton extra, ex mills, Hull, in not less than one-ton lots. Bombay, 33s. (drums) c.i.f., nominal. **COCONUT** is steadier after recent declines; business has been limited: deodorised, 33s. 3d. (barrels) spot; Ceylon, 26s. (drums) c.i.f. **COTTON.**—Prices quoted show a further reduction on the week and the market remains quiet: deodorised, 23s.; common edible, 27s.; soapmaking, 25s.; erude, 23s. (barrels) spot. **GROUNDNUT** is level on the week; market quiet. deodorised, 42s. (barrels) spot; crude Oriental, 37s. (drums) c.i.f. **LANSEED** (raw, naked).—Prices for all positions are easier on the week and the market is dull: on spot, 14s. 3d.; April, 13s. 3d.; May-August, 13s. 9d.; September-December, 14s. 10½d.; January-April, 15s. 10½d. Boiled, on spot, 16s. 9d. **OLIVE.**—The market is steady and business has been slightly more in evidence: edible, 7s. 6d., in drums; 8s. in tins in cases; B.P., 4s. 9d. per gallon, in 40-gallon barrels. **PALM.**—Prices for some grades show a slight recovery; business is still far below normal, but the market is steadier: Lagos, 16s. 6d.; softs, 16s.; mediums, 16s. 6d.; hards, 17s. 6d.; bleached, 19s. 6d. spot. **PALM KERNEL** is steadier at rather better prices: deodorised, 35s.; crude, 24s. 9d. spot. **RAPE.**—Prices quoted are a point lower with the market dull: refined, 33s. 6d.; erude, 31s. 6d. spot. **RESIN.**—Business has been restricted, but prices about balance on the week: B. 12s. 6d.; D. 12s. 6d.; F/G, 12s. 9d.; N, 18s. 6d.; W/G, 22s. 6d.; W/W, 23s. 6d. per cwt., ex wharf. **SOYA.**—The market is easier this week and business has been poor: deodorised, 27s. 9d.; crude, 24s. 6d. spot. **TURPENTINE.**—The market has been rather quicker and prices are barely maintained. Total London stocks, 20,210 barrels. On spot, 56s. 6d.; May-June, 54s. **WOOD.**—The spot market for Hankow in barrels is steadier as quoted at 46s. 6d.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1932, p. 339.

(From "The Trade Marks Journal," April 6, 1932.)

"SEVEN O SEVEN" and "707" with device formed of these numerals ("Seven O Seven" and "707" disclaimed); for medicinal chemicals (3). By Seven O Seven, Ltd., 6-8 Old Bond Street, London, W.1. 529,696.

"MERCUCROCOL"; for medicinal chemicals (3). By Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool. 529,925.

"DALLENA"; for medicinal chemicals (3). By L. V. Holland, 38 Ennerdale Drive, Colindale, London, N.W.9. 530,036.

"CREMYODE" and "VITALBURGER"; for medicinal chemicals (3). By International Pharmacy (Morgan Davis), Ltd., 34 Leicester Square, London, W.C.2. 530,114/115.

"HESHA"; for cosmetics (48). By F. Klein, 217 Kaiser-Friedrichstrasse, Berlin-Neukolln, Germany. 529,935.

(From "The Trade Marks Journal," April 13, 1932.)

"SYLVOZONE"; for liquid disinfectants (2). By Wright, Layman & Umney, Ltd., 44-50 Southwark Street, London, S.E.1. 530,011.

"SILSPRAY"; for insecticides (2). By Silvertown Lubricants, Ltd., West Silvertown, London, E.16. 530,232.

"ASPIRQUINE"; for quinine salts (3). By The Standard Tablet Co., Ltd., Newtown Road Extension, Hove, Sussex. 519,058.

"DIFEXOLEX"; for all goods (3). By G. E. Thornton, 2 Franklin Road, Harrogate. 529,233.

"ETUPARATONE"; for medicinal chemicals (3). By Allen & Hanburys, Ltd., Plough Court, 37 Lombard Street, London, E.C.3. 530,012.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

The Pharmacy and Poisons Bill

SIR,—For nearly two years we chemists have been in the throes of controversy over the new Pharmacy and Poisons Bill. The proposals have been looked at from every angle possible, and heated discussions and erudite arguments held at very many meetings. Still, the result is something like the problem of grandad's whiskers: "Did he sleep with them under the quilt or over the quilt?" To my mind, the whole issue rests on the words "regulate the sale of poisons." Now, Sir, are these regulations for the benefit of "poison sellers" or for the genuine protection of the public from the danger of buying poisonous substances without proper precautions? If the latter, then the chemist's shop is the proper place for the public to obtain them—there can be no other course open; but if the former, then, of course, the sources from which they have been obtained in the past will be put on the same level as the chemist. Those interested in the sale of poisons for horticultural purposes will naturally fight to the teeth to keep the privilege; the Government seems to agree with them, and the word "regulation" seems to mean that in the past the chemists specially qualified and trained in order that dangerous poisons may be handed over to the public as cautiously as possible have fulfilled their office only too well, and a Bill must be introduced to make the selling of poisons easier, and re-regulate the whole system, to suit Dick, Tom and Harry. What is required is a tightening up of the present regulations and a law passed that all dangerous poisons can only be sold by fully qualified chemists, either retail or wholesale. This, of course, would not please many large interests outside pharmacy. The Government always tries to be equitable, and so the whole thing becomes a farce and the layman pays for it.—Yours, etc.,

L. G. WOOD.

Deganwy.

SIR,—When I opened circular "U.L. 228," issued by the Retail Pharmacists' Union, the words "another submarine" occurred to me. On March 2 the Pharmaceutical Society's Council, independently of and without the knowledge of other pharmaceutical organisations, to all intents and purposes "threw in its hand" in the game of "Pharmacy and Poisons Bill," which, according to "Xrayser," is not now in being. The R.P.U. Executive regrets this, but the regrets do not seem to be very deep, for it goes on to reaffirm its previous opposition to the Bill until the Council's present policy has been ratified by the Society's branch conference of delegates, to be held on April 26. The R.P.U. Executive must be a veritable "babe in the wood" if it does not realise that this ratification will take place; for most of these conferences are "cut and dried frame-ups"; so we can infer that the R.P.U. Executive will then withdraw opposition to the Bill as a whole. We get confirmation of this in what follows:—

"It is desirable members should realise that the R.P.U. membership is the same as that of the Society; practically every member of the R.P.U. being a member of the Society. This being the case, the R.P.U. Executive must take cognisance of any decision on this Bill which is arrived at by the branches of the Society and its delegates' conference."

Here we get practically an admission that, as most members of the R.P.U. are members of the Pharmaceutical Society (I am one exception anyway), the voting of members as M.P.S.s will take precedence over their membership of the R.P.U. Has the R.P.U. already forgotten that it was established to promote the business welfare of chemists? And has it overlooked its own statement in this circular, that it considers Part II is dangerous to chemists' business interests? Has it for-

gotten its own postcard vote on the Bill, the verdict of which was a most emphatic and direct negative? It is the R.P.U.'s business to stand by that vote, and not hedge in favour of M.P.S. priority. And the astute Mr. Hugo Wolff is pleading for acceptance of the Bill, good, bad, or indifferent. His attitude is easily explained—it won't affect him; yet, while apparently condemning the "place seeker" and "easy rider," he, in cold, hard truth (his terms), is backing them. I shall still resent being compelled to become a member of the Pharmaceutical Society, and I shall also resent the insinuation that I need more inspecting. The proof that chemists as a class are honourable men lies in the fact that very few prosecutions take place with regard to bad dispensing or offences under the Foods and Drugs Act. The Bill deserves to be damned anyway—together with those who want it.—Yours faithfully,

GEORGE F. CORRALL.

Enfield Wash.

SIR,—As this is the last opportunity before the vital meeting of April 26, may I remind the delegates of the following facts:—

(1) The Bill will not become law except by consent—the Government will not be bothered with it. Mr. Neathercoat's letter makes this abundantly clear and expresses his fear of its withholding.

(2) Nobody knows better than the Council that there is a majority against, of four or five to one; but since this thing must be—because of their status, that new buildings may rise and expansion may flourish, or for any reason you please—they have resource to the "fait accompli," knowing that a clever chairman can use our clannish honour to uphold them. Better than any statements, their methods give away their real opinions.

(3) A magistrate acts according to the exact legal rendering of his clerk, not by his own idea of equity. Let us not therefore say in our minds, "They could not do this; that was never meant." "This" and "that" will be done.

(4) The chemists' monopoly of clinical poisons has behind it the whole weight of the educated opinion of this country. No Government would have the nerve to make their purchase free. Better avoid the evils that are obvious than accept the intolerable to avoid an impossible boggy.

I said in my haste that the Bill was all bad, and was sternly rebuked for tub-thumping. Now I have read the merits as outlined by Mr. Neathercoat I am the more convinced—each is a liability to the ordinary chemist who merely wants to make a living. It is to those who are not status-mad I would make one last appeal: Read the Bill. Judge it for yourselves by what it says. Pledge your delegates to your decision, whatever it may be. You will then at least have your punishment or reward on your own head.

Yours faithfully,

JOHN R. HEYWOOD ("Recipe").

Southend-on-Sea.

SIR,—As reported in the *C. & D.* a fortnight ago, the Pharmaceutical Society's Council has summoned a meeting of delegates from its local branches for April 26, at a time which will make it difficult for many of us to be present unless we go to the expense of travelling to London overnight. This, however, is a minor point, since expense is understood to be no object to delegates from the Society's branches; and my object in writing to you on the subject is rather to ask whether it is clearly understood what a meeting of delegates means, or ought to mean. As I comprehend the point, a delegate to a meeting is, strictly speaking, one who attends charged with definite instructions how he or she is to

vote on a particular question. If delegates at next week's meeting in London shall have been so primed, it seems obvious that all that is necessary will be a counting of heads, whether in favour of the resolution moved by the president, or the contrary. Possibly, however, the so-called delegates, or some of them, may be free to vary their convictions after hearing the official exposition of the Council's reasons for deciding to support the Pharmacy and Poisons Bill, and in that case the result will be in doubt until after the vote has been taken. Meanwhile we are left to puzzle over what may be the exact meaning of the latest circular issued by the Retail Pharmacists' Union. Rumour has it that the meeting of delegates has been summoned to save the face of the R.P.U. Executive, which, after swearing that "never, never shall we yield on the question of Part II of the proposed Poisons List," is disposed to surrender at discretion provided the Pharmaceutical Council can induce sufficient of its delegates to vote in support of its latest policy. This is not made clear in the official circular just received, which is so worded as to fit the situation however the voting at the delegates' meeting may go.—Yours faithfully,

KRITES (19/4).

SIR,—As a member of the Society I take the greatest exception to the letter of Mr. H. Wolff. I hold no brief for any candidate or policy, but I do know that every member of the Society has certain privileges, and one of these is the right to be nominated for the Council. It rests with the general consensus of opinion as to who shall be elected, and not with Mr. H. Wolff.—I am, etc.,

FOMPEY (20/4).

Collective Advertising

SIR,—It is pleasing to note that the letters concerning the advertising by multiple chemists have not fallen on barren ground, and that the Retail Pharmacists' Union have taken the matter up. I think the following advice by W. H. Cottingham would not be out of place:—

"In business watch your competitors. No one man, or concern, has a monopoly of all the best brains and methods. Let competition be an incentive to your energy and ambition. Give the other fellow a fair, square deal and beat him out on your own merits."

Some form of joint publicity for private chemists is long overdue, and the R.P.U.'s advertising *questionnaire* is a step in the right direction; but such information will be of little use unless there is a 100 per cent. response. . . . The multiple chemists are ahead of us in their advertising, and it is up to us, now, "to beat him out on our own merits."—Yours faithfully,

J. SPAANDERMAN.

Huthwaite.

Council Election

SIR,—The attitude of the Guild of Public Pharmacists in regard to the Pharmacy and Poisons Bill was considered at a recent meeting of the Council. It was felt that the Council of the Pharmaceutical Society was adequately representative of the interests of all branches of the craft, and, having had the advantage of the fullest information regarding political possibilities, any line of action decided upon would be the best for pharmacy in general. It was, therefore, unanimously agreed that the Guild should acquiesce in the course adopted by the Society, and should refrain from any independent action at the present time, which might tend to confuse the issues. Under these circumstances we hope that Guild members will extend the fullest support to the candidature of the retiring members of Council, including therewith Mr. F. G. Wells, who also is in agreement with the policy adopted.

(Signed) R. W. LINDSEY, President;
J. B. ELGAR, Registrar;
F. G. HOBART, Hon. Secretary.
Guild of Public Pharmacists.

London, N.4.

Photographic Film Machines

SIR,—Your correspondent, "Interested" (C. & D., April 9, p. 414), wonders whether film machines are worth it. My own impression is that, excepting in a few instances, they are not. At the seaside, a machine at a busy point will, no doubt dispose of many films. Against this, however, must be reckoned the rent of the stand—a substantial item in the season. As for machines outside shops at the seaside, I imagine that the business they do is simply what would otherwise pass through the shop. As a rule, films are bought during normal business hours, and such establishments are always open well in time to meet all demands. Film machines in inland towns are still less necessary. It is unlikely that the profits they yield will, on the average, cover the cost of rental and loss from bad coins. Again, the argument that such machines act as salesmen, thus saving time in the shop, is without foundation. In these competitive days, very few chemists are so rushed that the handing over of even fifty films a day is likely to cause much dislocation of normal business.—Yours faithfully,

DEALER (13/4).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

G. E. W. (7/1).—INDIGESTION MIXTURE.—This is a suspension of bismuth carbonate (about 20 gr. to the oz.) and magnesium carbonate (about 60 gr. to the oz.) in a liquid which contains a little (not more than 1 per cent.) nitrogenous substance, possibly papain, and a little ammonia. The whole was coloured purple-blue, perhaps with cudbear.

C. H. (30/1).—TABLETS FOR CATARRH.—Analysis indicates that these contain potassium phosphate as the main component, with a little borax. Traces of magnesium, calcium and organic matter are only such as may be derived from the gum or other excipient. There is a slight pungency, the origin of which was not identified, and a slight suggestion of fatty matter in the odour when heated.

W. E. P. (16/32).—ELECTRIC CURRENT RECTIFIER.—There is more than one method of depositing cuprous oxide on copper, but in the case of the one which, presumably, you have in mind, it is performed as follows:—The copper is chemically cleaned (e.g., with caustic soda), then heated in the presence of air to 1,000° C. to 1,015° C. During the heating process there is also formed some cupric oxide (this has a comparatively high electrical resistance) which must be removed, either by abrasion, sand-blasting or other means. The process should be repeated until the deposition of cuprous oxide is sufficiently thick.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," April 15, 1882

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The Postmaster-General has again announced that he is engaged on the scheme for employing the organisation of the Post Office to establish a general system of parcels delivery throughout the kingdom. . . . From a trader's point of view it is quite clear, as has been pointed out, that the chief benefit of this scheme will be secured by the great stores to the detriment of smaller country retailers. But it is, of course, impossible to delay a great national convenience for such a reason. Everyone must make the most out of the system that he can for himself.



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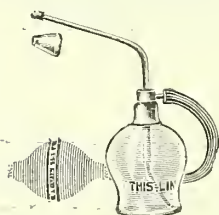
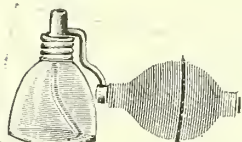
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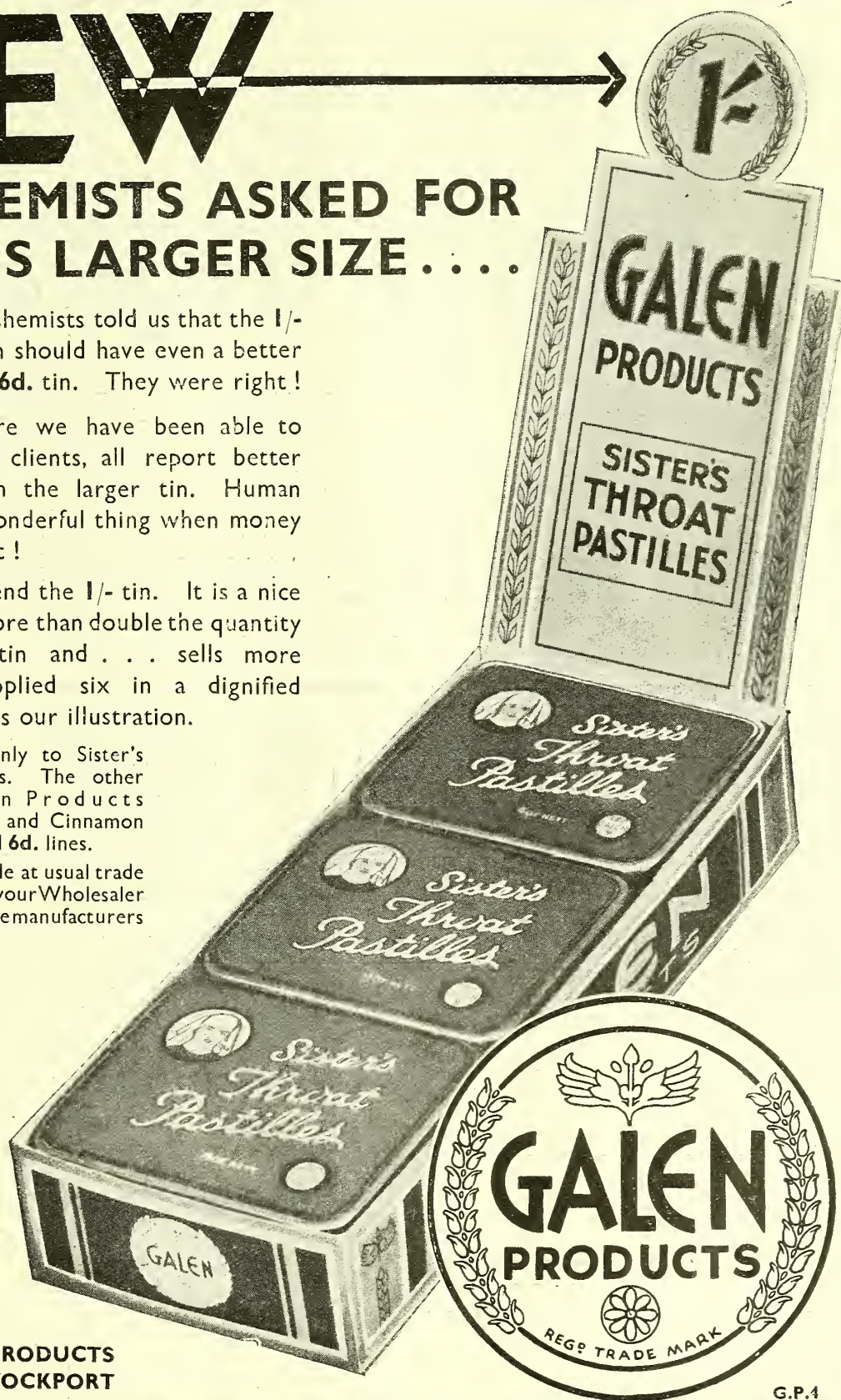
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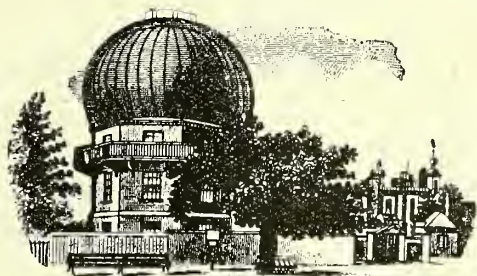


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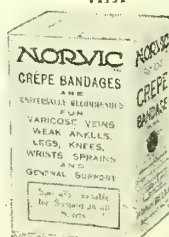
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The "K." All wool in knitted cover, very soft.
The "CELTEX." Made of Cellulose for easy disposal.

FROM YOUR WHOLESALE HOUSE, PLEASE

SOUTHALLS

**Protected Prices —
assured Profits**
DISPLAY



NORVIC Reg'd
BLUE CARTON CRÊPE
BANDAGES & BINDERS
Full 33¹⁰/₃ P.A.T.A.

From the leading wholesalers
Sole manufacturers:—Grout & Co., Ltd.
35 Wood St., E.C.2.

Use & Study

TRADE
& TECHNICAL
JOURNALSFOR TRADE
DEVELOPMENT
AND
PROGRESSFOR FACTS OF
PRODUCTION
AND
DISTRIBUTIONFOR THE VERY
LATEST
NEWS AND
INFORMATIONFOR AN INDEX TO
GOODS USED & SOLD

If you are seeking new markets, or desire to get first-hand information about a trade or industry you cannot go to a surer or more authoritative source than the trade and technical journals serving it. The address of any paper in this list will be furnished on request.

- | | | |
|--|---|--|
| Amateur Photographer & Cinematographer. | Electrics. | Modern Transport. |
| Architects' Journal. | Electric Vehicles & Batteries. | Motor. |
| Architectural Review. | Empire Mail & Overseas Trade. | Motor Cycle. |
| Autocar. | Engineer (The). | Motor Cycle & Cycle Trader. |
| Automobile Engineer (Incorporating Motor Body Building). | Engineering. | Motor Cycling. |
| Bakers' & Confectioners' National Association Review. | Engineering & Boiler House Review. | Motor Trader & Review. |
| Brewers' Journal. | Export Trader. | Motor Transport. |
| British & South African Export Gazette. | Fertiliser, Feeding Stuffs & Farm Supplies Journal. | Off-Licence Journal. |
| British Baker. | Footwear Organiser. | Oil & Colour Trades Outfitter. [Journal. |
| British Engineers' Export Journal. | Fruit, Flower & Vegetable Trades' Journal. | Overseas Engineer. |
| British Export Gazette. | Furnishing Trades' Organiser. | Packing, Packaging & Conveying Gazette. |
| British Journal of Photography. | Gas Engineer. | Paper Box & Bag Maker. |
| Broadcaster (Weekly). | Grocer & Oil Trade Review. | Paper Container. |
| Bus & Coach. | Grocers' Gazette & Provision Trades' News. | Paper-Maker & British Paper Trade Journal. |
| Caterer (The). | Grocery & The Provision Merchant. | Paper Market. |
| Chemist & Druggist (The). | Hotel Review (The). | Photographic Dealer. |
| Cigar & Tobacco World. | Ice & Cold Storage. | Plumbing Trade Journal. |
| Commercial Motor. | India-Rubber Journal. | Pottery Gazette & Glass Trade Review. |
| Confectioners' Union & Ice Cream & Soda Fountain Journal. | Ironmonger (The). | Power Laundry. |
| Confectionery Journal. | Journal of Decorative Art. | Rural Electrification & Electro-Farming. |
| Contractors' Record & Municipal Engineering. | Kinematograph Weekly. | Specification. |
| Crushing & Grinding. | Licensing World. | Style for Men. |
| Dairyman. | Light Car & Cyclecar. | Talking Machine & Wireless Trade News. |
| Drapers' Organiser. | Locomotive, Railway Carriage & Wagon Review. | Textile Manufacturer. |
| Drapers' Record. | Machinery. | Tobacco Trade Review. |
| Dyer, Calico Printer, Bleacher, Finisher & Textile Review. | Meat Trades' Journal. | Waste Trade World. |
| Electrical Industries & Investments. | Mechanical World & Engineering Record. | Wine Trade Review. |
| Electrical Review. | Men's Wear. | Wireless & Gramophone Export Trader. |
| Electrical Times. | Mining Journal, Railway & Commercial Gazette. | Wireless & Gramophone Trader. |
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WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFINCOLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

*Wholesale Trade only.***STERNS LTD.**

Royal London House, Finsbury Sq., London, England

Telegrams: "CENTUMVIR, TELEW, LONDON."

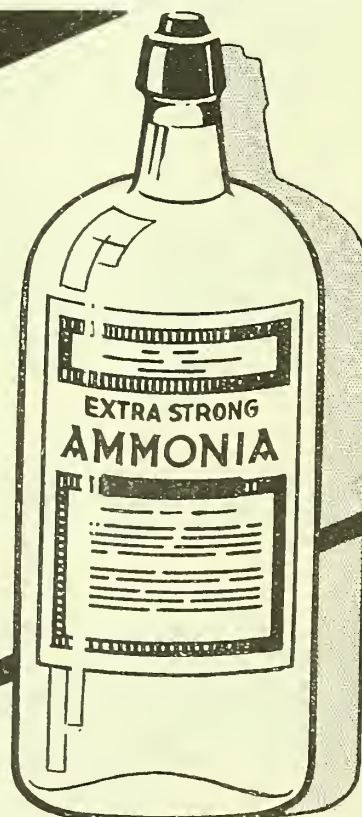
**EXTRA STRONG
AMMONIA**

Now that the use of Ammonia is so wide-spread, this profit-bringing line should be stocked by every retailer. Our well-known brand gives excellent value at a keen price.

Attractively packed in pint and half-pint bottles. Sales-compelling showcard with every order.

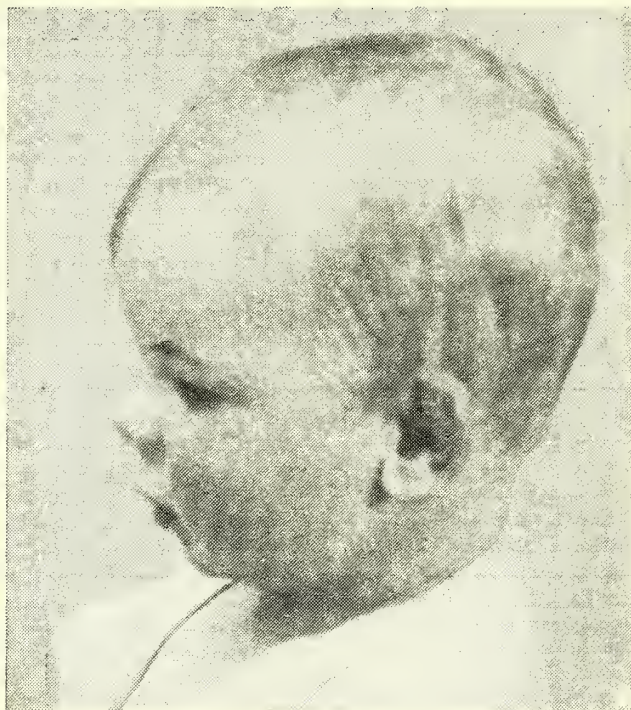
THORNTON & ROSS LTD.
Manufacturing Chemists,
MILNSBRIDGE - - HUDDERSFIELD

PARTICULARS
ON
APPLICATION



FACTS

YOU CAN TELL
YOUR CUSTOMERS
ABOUT LACTOGEN



LACTOGEN is Pure

The milk for Lactogen comes from selected herds that graze on sweet English meadowlands. Close inspection, rigorous tests, ensure absolute purity and unvarying quality. Lactogen is hygienically packed. The special container is sealed in a way which makes contamination impossible. Bacteriological examination of the tins as packed for market, demonstrates the unassailable purity of Lactogen.

The demand for Lactogen is growing every day. Doctors, Chemists and Nurses all over the country recognise its genuine merit, and recommend it enthusiastically. Babies thrive on it—therefore Mothers praise it, buy it, and tell their friends about it.

“**LACTOGEN**”
REGD. TRADE MARK
BETTER MILK FOR BABIES

*Lactogen—prepared by Nestles—is
a modified dried milk for use in
infant feeding.*

2'9 PER TIN P.A.T.A.

*Send to-day for full particulars and terms
to the Lactogen Bureau (Dept. AZ51A),
Nestle and Anglo-Swiss Condensed Milk
Co., 6 & 8, Eastcheap, London, E.C.3.*

The Extra Pharmacopoeia

By W. HARRISON MARTINDALE, Ph.D.

19th Edition. Vol. I 27s. 6d. net, postage 6d. Vol. II 22s. 6d. net, postage 4d.
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THE SECRETARY OF THE PHARMACEUTICAL SOCIETY (Pharm. J., Jan. 30, 1932) says: "The Pharmacist (of to-day) must have available the most recent edition of the Extra Pharmacopoeia, and not an edition ten years old." LANCET, Nov. 2, 1929, says: "A clear and authoritative publication of the highest value."

An up-to-date Book for everything on the Therapeutic Use of Drugs. It embodies the Latest and most Varied Information on Chemistry, Pharmacy, Therapy, and numerous other subjects.

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PRINTING.—We issue complete and comprehensive Lists and Sample Sets of Labels, Stationery and Advertising Material. Full of ideas, well executed and competitive in price.

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PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.), the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

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Principal: IRVINE G. RANKIN, B.Sc., Ph.C.

SPECIALISTS IN TRAINING PHARMACISTS.

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Benches in the Laboratories now being reserved for all courses.

Apply: The Principal, 361 Clapham Road, S.W.9

Liverpool School of Pharmacy

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Part I Revision Course for July Exams.

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OCTOBER 6th

Autumn Session begins. Part I. Six months' course.

Part II. Nine " "

Part-time Classes for Part I only.

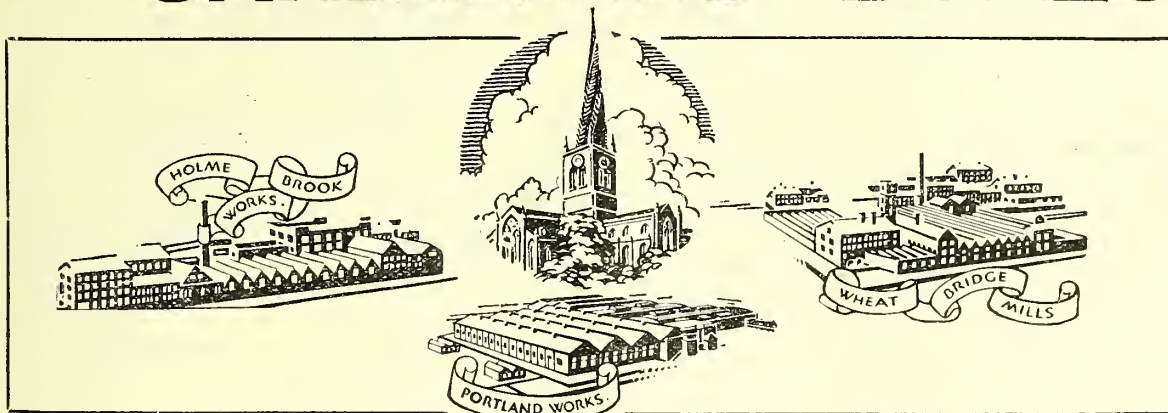
FULL PARTICULARS FROM THE PRINCIPAL,
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"Clarocit your glasses and See" is the slogan of the new advertising campaign. A boon to all who wear eyeglasses and spectacles.

ATTRACTIVE BAKELITE DISPLAY STANDS,
COUNTER CARDS AND INTERESTING SALES
LITERATURE SUPPLIED FREE ON REQUEST

THE CLAROCIT CO., LTD.
110 Great Portland Street, LONDON, W.1

FOR **CARDBOARD BOXES**
ROBINSON & SONS, LTD.
WHEAT BRIDGE MILLS
CHESTERFIELD & LONDON
Whose Money?

WHEN mistakes, forgetfulness and temptation take toll of the takings . . . whose money is short?

Wholesalers, assistants, rent, rates, taxes and other overheads must be paid. Whenever cash leakages occur IT IS THE PROPRIETOR WHO LOSES.

That is why thousands of retailers throughout Britain declare that their adoption of a

National
CASH REGISTER

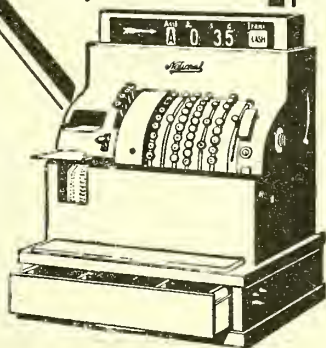
is the best investment they ever made.

"NATIONALS" embody every Cash Register feature of proved value. They not only reveal and stop profit leakages . . . they enable alert retailers to INCREASE profits, and to do it with much less work and worry. Full details about a "National" that will meet your needs exactly await your request. Write and tell us your problems to-day. Every machine is offered on easy terms and enquiry involves no obligation.

Address enquiry to:—

NATIONAL CASH REGISTER Co. Ltd.
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Phone: MUSEUM 9811

**MORE THAN SATISFIED!**

February 22nd, 1932.

"We received the No. 1A "Lauder" Filling Machine and are more than satisfied. The filling of bottles has been accelerated 500% and we shall be obliged if you will dispatch at once four further machines. Cheque enclosed herewith."

The
"LAUDER"
BOTTLE FILLING MACHINES

(For Liquids or Semi-Liquids)

Owing to their simple design and sturdy construction never get out of order and last for years whilst so easy to operate. They always help to increase profits as well as output percentages and so save their cost over and over again.

Prices range from **13/6 to £15**

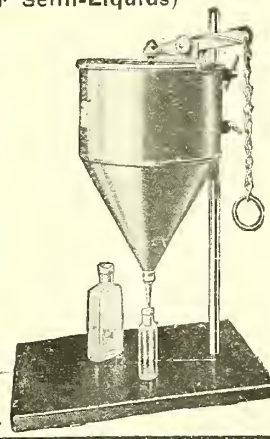
(for our new Compressed Air Type)

Why not get in touch with us to-day?

Sole Manufacturer:

L. T. LAUDER
 4 Miles Hill Street,
LEEDS

Phone: 43039 Wires: "Phone 43039 Leeds."



**A YEAR'S
EFFECTIVE
ADVERTISING**
For Less than
3/6 per week

THIS IS THE TITLE of an interesting folder describing something altogether new in the way of advertising that we have prepared for you, Mr. Retail Chemist—something that will help you to maintain and *increase* sales during these difficult times, at a price well within your means.

Worth Investigating

Don't You Think So?

As printers for chemists for over a century, we have had ample opportunity of studying the chemist's selling problems, and we have used the knowledge thus gained for YOUR benefit. So send for this folder NOW—before you forget about it—and find out all about this advertising scheme.

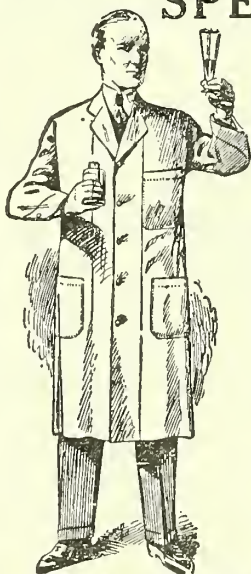
Address
Enquiries

to

SUTTLEY & SILVERLOCK, LTD.

Head Office: 92 BLACKFRIARS ROAD, LONDON, S.E.1
Publicity Dept.: MORLEY HOUSE, 314 REGENT STREET, W.1

OVERALL SPECIALISTS



WHITE DRILL JACKETS
4/6, 5/11, 7/11
KHAKI DRILL JACKETS
8/6, 10/6
BLACK or GREY JACKETS
8/6, 12/6
FULL LENGTH COATS,
WHITE
5/11, 7/6, 9/6, 11/6, 12/6
FULL LENGTH COATS,
KHAKI
5/11, 6/11, 8/6, 9/6, 11/6
FULL LENGTH COATS,
GREY
7/6, 9/6, 11/6
FULL LENGTH COATS,
BLACK
14/6
DENTISTS' COATS,
WHITE, STAND COLLAR,
BUTTON on SHOULDER
12/6, 14/6, 16/6
SURGEONS' "OPERAT-
ING" COATS, WHITE
12/6, 14/6

Jackets and Coats of very superior quality. Made from most reliable materials. Stock sizes 34 to 44 chest. Special prices for large quantities. Postage on single garment, 6d. Orders for 20/- Post Free.

Telephone: Bishopsgate 6751.

GARDINER

& CO. (The Scotch House), LTD.
1, 3, 5 Commercial Road, ALDGATE, E.1

Eureka WEED KILLER & GARDEN NECESSITIES

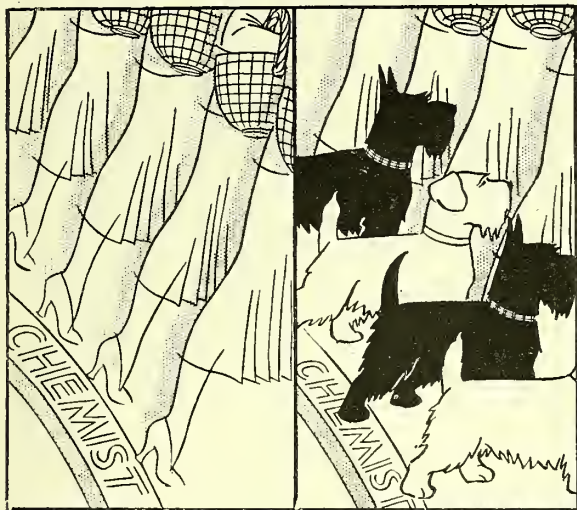


Luda Weed Killer

EUREKA WORM KILLER
EUREKA LAWN SAND
EUREKA SOIL FUME
EUREKA SLUG KILLER
EUREKA INSECTICIDE
ETC., ETC.

Over 30
years' reputation.
Eureka has the largest
sale. Write now for
Details of Special
Window Display and
Trade Terms.

**TOMLINSON
& HAYWARD
LTD.**
51, NEWLAND
LINCOLN



Half of your customers are dog owners

DOG OWNERS, who rely on the Bob Martin advertising to keep them informed of their dogs' needs month by month, are learning from their newspapers and magazines that their dogs must be conditioned *now* for Spring with Bob Martin's Condition Powders.

— how many of them
are buying their Bob Martin's
Condition Powders from you?

If your own sales of Bob Martin's Condition Powders are not exceptionally brisk just now, it means that dog owners, *one out of every two people who enter your shop*, are obtaining their supplies elsewhere.

When you consider that in five minutes you can make a Bob Martin display which will result in a steady flow of customers, you will not wish to lose the profits which the big Spring sales of Bob Martin's Condition Powders can bring to your Pharmacy.

Now, while all dog owners in your district are eager and regular buyers of

Bob Martin's Condition Powders, make sure of your share of these extra profits with a Bob Martin display in your Pharmacy.

The new Spring display material will be sent immediately on receipt of a postcard. If you have not already done so, write to Southport to-day, and ask for your name to be placed on the Bob Martin Display List, when all new Display material will be sent you immediately it is issued.

BOB MARTIN LTD.

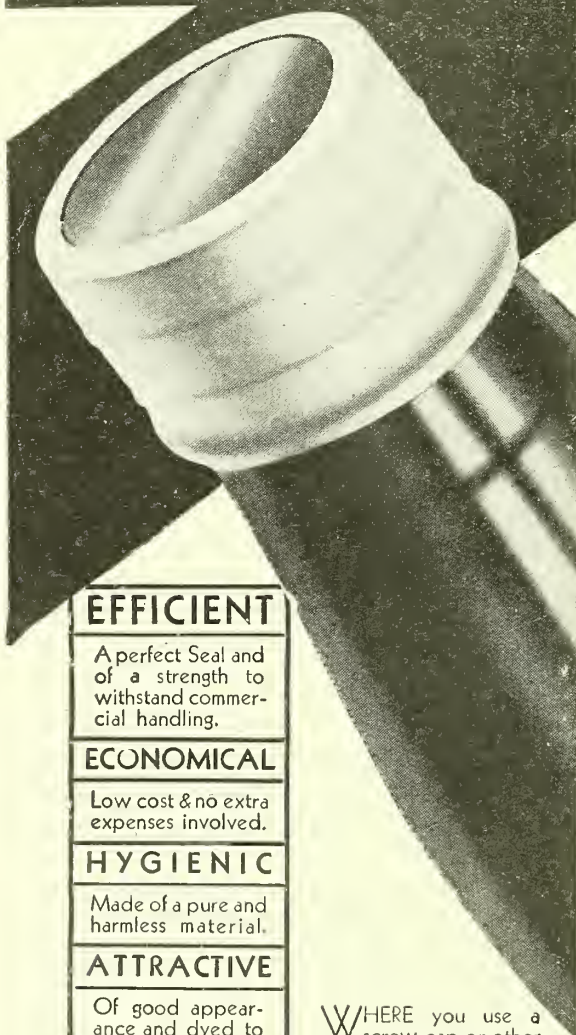
Dog Food and Medicine Manufacturers since 1892

SOUTHPORT - - ENG.



VISKRINGS

THE *NEW* BOTTLE SEAL



EFFICIENT

A perfect Seal and of a strength to withstand commercial handling.

ECONOMICAL

Low cost & no extra expenses involved.

HYGIENIC

Made of a pure and harmless material.

ATTRACTIVE

Of good appearance and dyed to suit your pack, and can be printed if desired.

**VISKRINGS are
BRITISH**

WHERE you use a screw cap or other form of closure that can be easily opened and used again, your customers want assurance that the contents are intact. You must, therefore, safeguard the public and your own Product, and the "VISKRING" is the British and best way of doing this

VISCOSE DEVELOPMENT CO., LTD.,
Woldham Road, BROMLEY, Kent.

Telephone
Ravensbourne 4561.

Telegrams:
"Viscose, Bromley."

CORKS

for Chemists.

Send us your Enquiries
and compare our prices.

Wholesale and Export.

C. OLLEY & SONS, LTD.

Established 1844.

Camperdown St. and Gt. Alie St., London, E.1

Tel. No.: Royal 2868. Tel. Ad: "Circumference, Ald, London."

METALLIC CAPSULES
FOR ALL KINDS OF BOTTLES AND JARS.

The Tonkin Metallic Capsule Co.

Proprietors: C. Olley & Sons, Ltd.

*In the last
5 years
the sales of*



TOWN TALK

**LIQUID SILVER POLISH
& SILVER PLATE CLOTH**

**have increased
3 Fold**

**Get your share of the
trade by ordering from**

JAMES WOOLLEY, SONS & CO., Ltd.,
Manchester
AYRTON, SAUNDERS & Co., Ltd., Liverpool
BROOKS & WARBURTON (American Drug
Supply Co.), Ltd.

Town Talk Polish Co.
Whitby St., Bradford Road, Manchester



. . . *Win More Sales With*
"WINNING COLOURS" Dyes!

Packed in
Glass Tubes and
Attractive Cartons.

RETAIL AT

2d.

PER PACKET.

Cost **16/-** per gross.

Terms: 2½% 7 days.
Carriage Paid.

Attractive Show Matter
and Leaflets Supplied.

Send a **TRIAL ORDER**
to your Wholesaler.

(with the Little Secret)

**DOUBLE STRENGTH SUPER
DYES**

*for successful HOME DYEING of all
Dress Materials, Stockings and Household Fabrics*

Manufactured by

THE UNITED INDIGO & CHEMICAL CO., LTD., HUDDERSFIELD

"WINNING COLOURS"

will dye any dainty
fabric without risk of
damage or mishap in the
hands of the amateur
dyer.



"WINNING COLOURS"

dye with a perfectly
even tint — no cloudy
effects, spots or blotches.
The ideal fast dye for all
materials.

The UNITED INDIGO & CHEMICAL Co. Ltd.
HUDDERSFIELD - - - YORKSHIRE

SALES AGENTS FOR SOUTHERN ENGLAND:—

THE PHIL-SANO CO., LTD., CRAVEN HOUSE, KINGSWAY, LONDON, W.C.2

USE

Sidac

INSOLUBLE

TRANSPARENT PAPER

WHITE, COLOURED, EMBOSSED, PRINTED

*The Ideal Wrapping for Perfumery
Soaps, Toilet Goods, &c.*

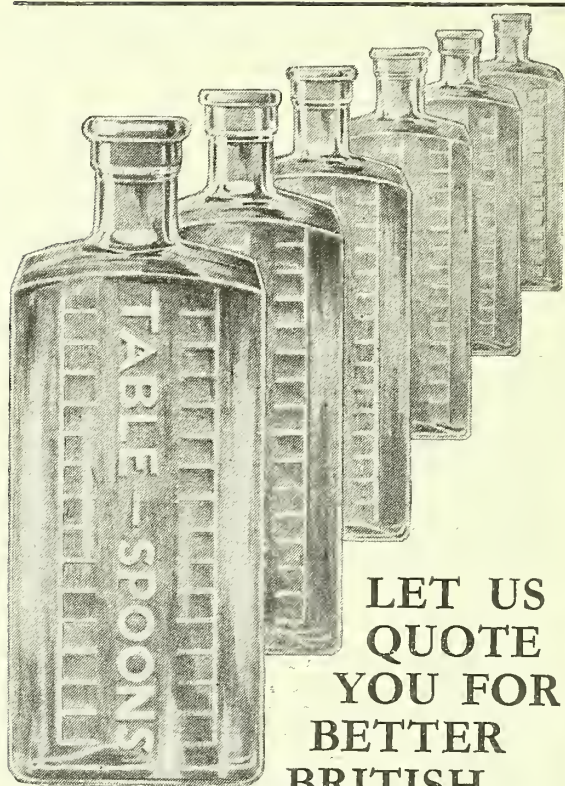
EITHER COLOURLESS OR COLOURED TO HARMONISE
WITH GOODS. BAGS OF ALL SIZES AND SHAPES TO ORDER

Samples and Competitive Price from

SIDAC SILVERINE COMPANY

208/210 Tower Bridge Rd., London, S.E.1

Phone Nos.: Hop 3422, 3423. Telegrams: "Sidacko, Berm, London."



LET US
QUOTE
YOU FOR
BETTER
BRITISH
BOTTLES

For eighty years or so we have been making bottles of every description, so we can claim to know something of Drug Trade Requirements.

Hand or machine made bottles of every type—sturdy and accurate and well finished—we can supply whatever you need.

Bottles of first class quality at highly competitive prices. It will pay you to ask us to quote for your next order.

ESTABLISHED 1851

FREDERICK
HAMPSON

PERSEVERANCE GLASS WORKS

SALFORD

Telephone :
Trafford Park 0814/5

Telegrams :
"Attention" Salford.

"Adaptocaps"

*will give
your bottles
Distinction*

These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE. Special low rates for large contracts. Let us quote you.

The London Capsule Co
EMPIRE WORKS, MITCHAM RD., CROYDON
Telephone : Thornton Heath 3014

BAKELITE STOPPERS

THE ONLY FIRM specialising in the manufacture of caps for bottles. Our experts will solve your problems. Prices are exceptionally competitive and the quality and service unsurpassed.

MUNDET CORK PRODUCTS, LTD.

12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams : MUNDETCOMP, BERM, LONDON Telephone : HOP 2685 & 3979

NOW BRITISH MADE

WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE

Self-Fixing

R.V. WAGNER

33 BROOKE ST., LONDON, E.C.1 Tel. : Holborn 5090

PHARMACEUTICAL

W **HIGHEST**

DISPENSING
BOTTLES
CHEMISTS
ROUNDS
FEEDING
BOTTLES
TOXIC
BOTTLES
EYEBATHS

SPRINKLER
BOTTLES
OPAL AND
FROSTED
GLASSWARE

QUALITY

GLASSWARE



K. GRAHAM

DESIGNERS & MANUFACTURERS
OF GLASSWARE FOR PERFUMES
COSMETICS AND BATH SALTS

**WOOD BROS. GLASS CO.
LIMITED**

(ESTABLISHED 1828)

BARNSELY . . . ENGLAND



**WE
OFFER
A BOTTLE
CAPPING**

GIVING THE FOLLOWING
ADVANTAGES:—

- Speed of operation—*
- Perfection of finish—*
- Minimum waste.*

IN STANDARD COLOURS:
BLACK, RED, WHITE or BLUE

Special colours and shades to order.

PRICE:
12/- to 15/- per gallon
according to quantity.

*May we give you the pleasure of testing it?
Write for sample C.S.1 to:—*

DOPE DEPARTMENT,
British Celanese Limited, Celanese House,
Hanover Square, London, W.1.

**FREE!**

With each initial order for Sergeant's Dog Remedies, the chemist will be given free goods equal to 10% of the order.

**FREE!**

With the purchase of the two-guinea assortment of Sergeant's Dog Remedies, there will be given an attractive counter display cabinet made to represent a dog kennel.

**FREE!**

A profusely illustrated booklet has been prepared on the care of dogs and treatment of their diseases. Each chemist will be given an adequate supply for free distribution to his customers who request it.

"I'm Looking for a Chemist who sells Sergeant's DOG REMEDIES"

THE chemist who stocks Sergeant's Dog Remedies is immediately ready and qualified to diagnose and prescribe for dog ailments accurately and expertly. Not only is there a Sergeant's Dog Remedy for every dog ailment, but complete instructions for diagnosis and treatment are given to every chemist who sells them. Moreover, every purchaser of Sergeant's Dog Remedies may command the advice of the consulting Veterinary Surgeon (M.R.C.V.S.) who has been retained by the company for that special purpose.

A 53-Year-Old Reputation Backs Sergeant's

Widely sold in Canada and known throughout the United States for the

last 53 years, Sergeant's Remedies come to English Chemists and dog owners with a reputation for effectiveness, safety, and dependability that cannot be questioned. Every Sergeant's Product has proved its worth thousands of times in the hands of dog owners themselves.

The Two-Guinea Assortment Equips You Completely

The two-guinea assortment of Sergeant's Dog Remedies equips you to care for all the commoner dog ailments. It comes packed in a handsome counter display cabinet, made to represent a dog kennel, that occupies small space. Full instructions for diagnosis and treatment are included.

Win the gratitude of your customers who own dogs by stocking this complete line. Win for yourself the new profits that these products are already bringing to progressive merchants.

Avail Yourself of the Introductory Offers

For further information communicate with the Sole Distributors for the United Kingdom

THE HARRY A. PENNEY CO., LTD.
173-185 Great Portland Street,
London, W.1

Telephone Welbeck 3715

Sergeant's DOG REMEDIES

The "Two-Guinea Assortment" Packed in the Free Display Cabinet Contains the following:

6 Puppy Worm Capsules	7 6
6 Dog Soap	4 6
6 Insect Powder	4 6
6 Worm Capsules	7 6
6 Condition Pills	7 6
2 Mange Lotion	2 6
2 Distemper Medicine	5 -
2 Iron Pills	2 6
1 Pepsin Tablets	1 3
1 Liniment	1 3
3 Canker Lotion	3 9
2 Cough Medicine	2 6
1 Mouth Wash	1 3
1 Eye Lotion	3 9
3 Tape Worm Tablets	3 9
1 Rheumatic Pills	1 3
2 Anti-Diarrhoea Medicine	2 6
1 Laxative Capsules	1 3
1 Hysteria Medicine	2 6

Selling Price .. £3 4 0
Cost Price .. 2 2 8

Chemist's Profit .. £1 1 4

Plus bonus 10% retail value on initial orders.

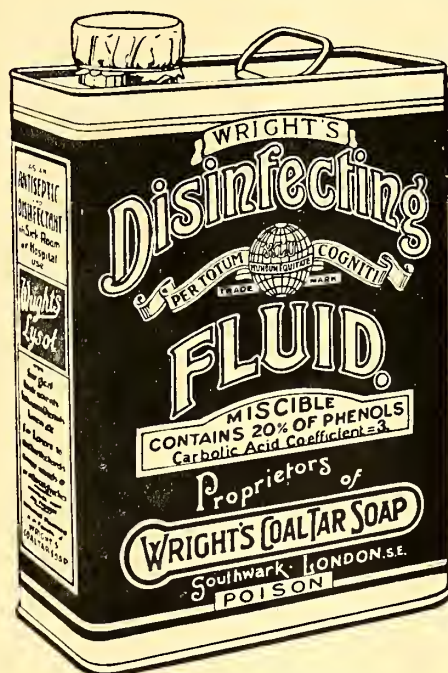
TRADE



MARK

WRIGHT'S DISINFECTING FLUID

As used in Public Institutions, Government
and Municipal Buildings, Railway Stations, etc.



★ Sales will be increased
THIS SUMMER! ★

It possesses a bactericidal co-efficient
not less than three times as great as
that of pure carbolic acid.

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THE CHEMIST AND DRUGGIST

28 ESSEX ST.
LONDON, W.C.2

SUPPLEMENT

APRIL 23, 1932.

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

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ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

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2.—SURREY (Few Miles Out).—Good-class Retail and Dispensing Business; returns last year about £1,500, with net profit about £360; scope for increase under younger management; comfortable living accommodation; new lease; nicely fitted shop; stock and fixtures worth between £1,000 and £1,100; price £1,300.

3.—LONDON, S.W.—General Retail and Dispensing Business with small Optical connection; net profit about £580 per annum; double-fronted shop, well fitted and stocked; comfortable living accommodation; long lease; moderate rent; terms, valuation of stock and fixtures, plus an agreed sum for goodwill; stock and fixtures worth approximately £450.

4.—S.E. LONDON.—Good medium-class Business in main road; increasing turnover, last year being £3,200, with gross profit £1,254; attractive shop, well stocked; long lease; rent £100; price asked £2,600.

5.—LONDON, N.W.—General Retail Business with large N.H.I. and Doctor's Dispensing; turnover exceeds £2,500, under the management of a lady, with gross profit about £1,000; double-fronted shop in main road; rent £85, which includes small house; price asked £2,000, or valuation terms entertained.

6.—HERTS.—Family Business with small amount of N.H.I.; returns last year £1,668, of which about £100 was from Optical; net profit £555; double-fronted shop; stock and fixtures worth about £800; good house held on lease at moderate rental; price asked £1,250; ill-health cause of sale.

7.—BECKENHAM (Near).—Good-class Retail and Dispensing Business with Kodak Agency and small N.H.I.; returns about £2,900 per annum; good profits; chartered accountant's figures; double-fronted shop, nicely fitted and amply stocked; rent £65; valuation terms entertained; vendor would consider partnership with a view to adding Optical to the business.

8.—MID-KENT.—Good-class Family Retail Business in picturesque locality; returns last year £1,800; present rate same; double-fronted shop, well fitted and stocked; exceptionally good house, lawn, garage, etc.; rent £120; new lease; terms, £600 for goodwill and fittings, plus stock at valuation; scope for Optics.

9.—BRIGHTON (Near).—General Retail and Dispensing Business, with N.H.I. and Photographic; returns last year £1,613, increasing; stock and fixtures estimated to be worth £720; living accommodation; private entrance and small garden; rent £35; held on lease; price asked £1,100.

10.—BOURNEMOUTH.—General Retail Business, with Dispensing and Kodak Agency, situate in rapidly growing area; returns last year approximately £2,600, with scope for increase; gross profit 40 per cent.; large double-fronted shop, well fitted and fully stocked; living accommodation, garden and shed; lease will be granted or property may be purchased. Further details on application.

11.—EAST COAST.—Cash Retail and Dispensing Business in well-known health resort; returns £3,000; scope to do £4,000 with additional capital; modern premises; shop is well stocked and there is good living accommodation; rent £120 per annum; 37 years' lease; price £2,250 for quick sale.

12.—SOUTH WALES.—Good-class Business, with splendid Optical connection; returns last year £2,600, with gross profit £1,150; double-fronted shop, well fitted and stocked; 14 years' lease unexpired; price £1,100, or valuation.

13.—HANTS.—Good-class Family Business, with Kodak Agency; returns £50 weekly; good prices are obtained; large double-fronted shop, nicely fitted and good working stock; splendid house and small garden; rent £150; long lease; price for quick sale £2,000, or £500 plus valuation of stock and fixtures.

14.—ESSEX.—Modern Cash Retail Business, offering scope for considerable extension under personal supervision; returns, under management, £1,100; well-fitted shop, with good working stock; new lease at £104 per annum, including house; for a quick sale we believe £600 would be accepted.

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- 2.—HANTS.—Three good Businesses for Disposal, either together or separately; average turnover approx. £6,000, £3,350 and £1,700 respectively. Further details on receipt of references.
- 3.—WORCS.—Good Middle-class Retail, in small market town; returns approx. £1,750; net profit £480; corner shop; stock and fixtures worth £750; price £900.
- 4.—DERBYSHIRE.—Old-established Light Retail, in main street of busy market town; returns last three years average over £1,450; plenty of scope; good house attached; same hands many years; price £500, plus valuation.
- 5.—SOUTH COAST.—Light Retail and Dispensing, with Kodak Agency, in central position; returns last year average £24 weekly; plenty of scope; attractive modern pharmacy; no near opposition; owner leaving Retail; price £700, or offer.
- 6.—DEVON (Seaport Town).—For quick sale through serious illness, Middle-class Cash Retail; returns £20 weekly; plenty of scope; rent £52 clear; large shop; stock worth £340; price £460.
- 7.—WEST MIDDLESEX.—Light Family Retail and Dispensing Business, in growing residential district; returns last year £1,900; no Panel; modern house and pharmacy; good garden; price £1,050.
- 8.—LONDON, S.W.—Good-class Suburban Business; returns about £2,100; good profits; rent £80; long lease; good house and pharmacy; genuine reasons for selling; price about £1,500.
- 9.—LONDON (Essex Suburb).—Light Cash Retail, returning £1,100 to £1,200 under manager; low rent; living accommodation; good stock; price £550.
- 10.—LONDON, N.W.—Well-established Cash Business, main road position; returns average over £2,100; present rate £35 weekly; corner shop, handsomely fitted, well stocked; price £1,150.

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VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require Partners, Agents or Assistants, or wish to Sell their Businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given on the front page of this Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

ERNEST J. GEORGE, CHEMISTS' BUSINESS SPECIALIST, VALUER, AND TRANSFER AGENT

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Quotations for Stocktaking or for Pricing Chemists' Own Stock Records Supplied on Application.

Correspondence is invited from prospective purchasers relative to the following businesses for disposal:—

(C1) LONDON, S.E.—Established retail and dispensing business showing average returns of approximately £2,000 per annum; large N.H.I. (1,100—1,200 scripts monthly); rent, £100 on lease; good scope for increase under personal proprietorship; genuine reasons for disposal; purchase price £1,400. (Visited and recommended.)

(C2) BERKSHIRE (COUNTRY TOWN).—Pharmacy with lending library attached, well situated and of good appearance; present returns approximately £20 weekly; good living accommodation; rent, £85 on long lease; price about £800, all in. (Awaiting visit.)

(C3) SOUTHERN COUNTY (SEASIDE RESORT).—Unique opportunity to secure high-class dispensing business which is for disposal owing to health trouble and contemplated retirement; the business offers good scope for increase and represents a thoroughly genuine proposition; stock and fixtures honestly worth nearly £1,250, but in order to be relieved of the responsibility quickly, the owner will be prepared to accept £1,200 all in, thus relinquishing any claim to goodwill; further particulars will be supplied in strict confidence to bona fide applicants on receipt of bankers', or other satisfactory references. (Visited and recommended.)

(C4) SURREY.—Good cash business, unopposed, and possessing scope for further substantial increase; present returns approximately £1,000 per annum; living accommodation, with garden; rent, £100; long lease; main road situation; price for quick sale, £600. (Awaiting visit.)

(C5) £150 ALL IN, LANCS (NEAR LIVERPOOL).—Exceptional opportunity to secure a business showing returns of approximately £1,000 per annum, with scope for considerable increase; living accommodation; low rental; good lease; stock alone estimated at £135; first acceptance of £150 secures.

(C6) BRISTOL.—Pharmacy, prominently situated near to main shopping thoroughfare; returns upwards of £50 weekly; long lease; good scope for substantial increase; low purchase price for quick sale; exceptional opportunity. (Awaiting visit.)

(C7) LONDON, S.E.—Exceptional opportunity for young qualified pharmacist to secure an old-established business which is for disposal, owing to the recent death of the proprietor, at the very low figure of £105; living accommodation; good lease; under late ownership for 37 years; further particulars on application. (Awaiting visit.)

(C8) ALDERSHOT (NEAR).—Village pharmacy, entirely unopposed; showing returns of approximately £26 weekly; net profits

approximately £350 per annum; living accommodation; audited figures available; good scope for increase, particularly in agricultural lines; purchase price for quick sale, £800. (Awaiting visit.)

(C9) SOUTH LONDON.—Good family business with living accommodation, doing between £60 and £70 weekly; a long lease will be granted at a moderate rental, or the property may be purchased outright; further particulars will be supplied in strict confidence to genuine bona fide likely purchasers. (Visited and recommended.)

(C10) LONDON, N.—Pharmacy (lock-up) at present under management; turnover approximately £1,400 per annum; with good scope for increase and further development under personal proprietorship; moderate rental; long lease; purchase price for quick sale to cover value of stock and fixtures only. (Visited and recommended.)

(C11) LONDON, W.—Recently established lock-up pharmacy with good potentialities under personal management; well suited to beginner or lady pharmacist; purchase price approximately £475. (Awaiting visit.)

(C12) GLOUCESTERSHIRE.—Drug Store for disposal owing to retirement; excellent scope for development under qualified proprietorship; living accommodation; rent, £40; purchase price, £500. (Awaiting visit.)

(C13) LONDON, E.—Good retail and dispensing business with main road situation; present returns approximately £40 weekly; living accommodation if required; valuable lease; price for quick sale, £1,500, including stock and fixtures; short trial in advance if required. (Visited and recommended.)

(C14) PEMBROKESHIRE.—Drug Store doing approximately £26 weekly; living accommodation; scope for considerable increase under qualified proprietorship; low purchase price for quick sale. (Awaiting visit.)

(C15) LONDON, N.W.—Established retail business showing returns upwards of £40 weekly; lock-up shop with dispensary and storage accommodation; rent, £92 per annum on long lease; purchase price for quick sale, £1,150, including only a small goodwill; accountants' figures available to support returns, etc. (Visited and recommended.)

(C16) WORCESTERSHIRE.—Old-established high class dispensing business; returns for 1931 financial year upwards of £2,800; extensive living accommodation with large garden; moderate rental; no near opposition; premises situated in healthy locality. (Awaiting visit.)

BUSINESSES FOR DISPOSAL.

BIRMINGHAM.—Branch Business; turnover £17-£18 per week under manager; capable great improvement with personal supervision; corner position; main road; good working-class district; Kodak Agency; well stocked; near three doctors; good house; let off; gateway entrance; price for quick sale £375. Full particulars, 180/14, Office of this Paper.

BLACKPOOL.—Chemist's well-established Cash Business; main road; two minutes sea; average returns £23 weekly for last three years; stock, fixtures, goodwill £700; good house; private entrance; books available for inspection; references essential. 179/21, Office of this Paper.

BOLTON (Near).—Genuine Chemist's Business; turnover £1,200; rent and rates £50 per annum; good opening for Optics; in growing district; price asked £650. 180/26, Office of this Paper.

CITY Pharmacy, Liverpool; busy corner lock-up shop; main road; newly fitted and well stocked; splendid opportunity for qualified man; scope for N.H.I. and Photography; good reasons for disposal; price £350. 179/15, Office of this Paper.

DURHAM CITY.—Old-established Chemist's Business, at junction of South Street with North Road; cellars, shop, 5 rooms; and attic; general, N.H.I., Photographic (with Kodak Agency), Agricultural; small varied stock at very low price; rent and rates approximately £100; excellent opportunity for young, qualified person. 181/12, Office of this Paper.

ESSEX.—Main road Pharmacy for immediate sale; good living accommodation; long lease; rent £100; well fitted and stocked; doing at present £14 a week; small Optical connection extra; good scope for energetic man; best offer secures. Full particulars from 181/6, Office of this Paper.

KENT COAST.—Well-established, good-class Retail and Dispensing Business in rising health resort; selling purely through family reasons; last year's returns close on £1,850; capable of increase; good lease; house attached; excellent stock; price £1,500. Apply "Bracing," 202/252, Office of this Paper.

LIVERPOOL.—Chemist's Business; main road; densely populated area; N.H.I. and Photographic (Kodak); excellent position for Chemist-Optician; price £500, or near offer. 180/18, Office of this Paper.

LIVERPOOL.—Excellent suburban double-fronted shop; monopoly site in new housing estate; sales last year £1,450, including N.H.I.; Kodak Agency and wonderful possibilities for development; separate entrance to house with good accommodation; £575; s.a.v. Reply 202/269, Office of this Paper.

LONDON, S.W.—Drug Stores; established 7 years; double-fronted; short lease at £1 per week; thickly populated working-class; good opening N.H.I.; good Photo trade; returns, 1931, £1,395, accountant's figures; price £650. 179/9, Office of this Paper.

LONDON (within 10 miles).—Old-established Chemist's Business; easily run; would suit lady; returns £1,500; scope for letting to a Dentist; good reasons for disposal. Full details on application. 178/23, Office of this Paper.

LONDON, S.E.15.—Well-established Business; good Panel; Kodak Agency; returns £1,300, under lady chemist; net profit approaching £400; no near opposition; single-fronted shop; mahogany fittings and well stocked; rent £60; premises sub-let; price £850, or near offer; long lease; owner buying larger business. 179/37, Office of this Paper.

LONDON, N.—Main road into High Street; old-established combined business of Drug Stores, Dentist and Optician; total turnover £800; Drug Stores takings approximately £500; could be more than doubled under qualified man; rent £75; lease 17 years, with option to renew; price £400, or any reasonable offer. Apply 180/36, Office of this Paper.

LONDON, W.—Business for Sale; thickly populated; working-class; turnover £1,000, increasing; large Panel, Kodak, Ucal Agencies; nicely fitted and well stocked; living accommodation; side entrance; rent £40; rates £16; long lease; family health cause of sale; genuine concern; suit lady or beginner; £675, or nearest offer; must sell. 180/5, Office of this Paper.

LONDON, N.W.—Rapidly growing new district; main road; large double-fronted shop, with good letting flats; Kodak Agency; D. & P., with scope for Optics; excellent opportunity; long lease; price £1,650, or nearest offer. Apply 180/10, Office of this Paper.

MIDLANDS (Main Street of Growing Town).—Compact and nicely-fitted Drug Store, close to four doctors; excellent opportunity for young chemist; owner has other business and will sacrifice for £200; rent 9s. weekly; hundreds of new Council houses being built in this district. 182/6, Office of this Paper.

NORFOLK.—Old-established Chemist's Business; mixed country trade; unopposed; Kodak Agency; well stocked; returns £900 per annum; good living accommodation; private entrance; nice garden; garage; property in good order; genuine reason for disposal; price £1,150, or near offer. Further particulars 180/21, Office of this Paper.

PORTSMOUTH.—Chemist's Business for Disposal in thickly-populated area; established ten months; main road position; well fitted and stocked; present returns £13 to £15 weekly; scope for considerable increase in energetic hands; excellent living accommodation; purchase price £250; rent £1 weekly; owner leaving Retail. 181/13, Office of this Paper.

PRESTON.—Busy thoroughfare, near ten doctors; opened this year; gross profit £7 per week; scripts, March, 784; cash per week £14; double-fronted shop, dispensary, cellars; good living accommodation; business and fixtures £170; stock valuation about £280; property £700, or £45 per year rent. Write Turner, 94 Mount Street, Preston.

SHEFFIELD Suburb.—Well-established Cash Business, with considerable N.H.I. and Photographics; corner position on busy main road, tram route; low overhead charges; net profit £350 last year; greatly exceeded in previous years; accounts audited; satisfactory reasons for disposal; cash price £1,350. 180/9, Office of this Paper.

SHEFFIELD.—Cash Retail, with Optical connection; taking last year, under management, £1,100 exclusive of Optics; good N.H.I.; both Cash and N.H.I. capable of substantial increase; death cause of sale; price £500 or nearest offer. 181/21, Office of this Paper.

SOUTH COAST SEAPORT TOWN.—Cash Retail Business; established two years; present turnover £1,000 per annum; nearest opposition half a mile; still increasing; well stocked and fitted; modern house, sideway and garage, and large garden; lease to suit purchaser; rent £100 per annum, or property could be sold; excellent opening for Optics; price £800. 177/18, Office of this Paper.

SUSSEX-BY-THE-SEA.—Established Business in thickly-populated neighbourhood; no near opposition; N.H.I. and Kodak; well stocked; audited accounts; returns last two years £2,365 total. Freehold Property for Sale; good house, side entrance; leaving district for family reasons. Business all at £750 cash and property £900; mortgage on property can be arranged if required. 180/20, Office of this Paper.

DRUG Store.—Exceptionally good stand for qualified man; 9,000 population and only a store chemist for 1½ miles; double-fronted shop; good living accommodation; bath (h. & c.); electric throughout; dozens N.H.I. turned away weekly; stock, fixtures, everything; £500; has done £12 per month N.H.I. This week's bargain. G. Duncan, Huddersfield Road, Ravensthorpe, Dewsbury.

FOR Sale, Herbalist Business, with good Counter trade; adjoining busy market street; moderate inclusive rent; suit qualified chemist; price £150. P.C.B. 32/3, Office of this Paper.

FOR quick Disposal, small Business, Kent Coast, or would accept Manager; one, two or three years' agreement, on cash security; house attached. Write BM/NDK, London, W.C.1.

GENUINE opportunity for qualified with push.—Business, established year; Kodak Agency, improving N.H.I.; average £15 week; modern living accommodation; main road; no opposition; thousands pass shop; fixtures, fittings and stock cost me over £600; will take a working qualified for half-share, viz., £300; rent £100 year; long lease; business can be doubled with proper management; succession if necessary. 181/38, Office of this Paper.

GOOD-CLASS Branch, with splendid living accommodation above; established 5 years; cash required about £600, including £100 goodwill; bargain for quick sale. 178/37, Office of this Paper.

MUST BE SOLD.—Chemist's Business and Branch; one in the East End of London; established many years; shop; house; long lease; Kodak; N.H.I.; the other, Western Suburb; lock-up; finest position; main road; handsomely fitted; well stocked; both worth considering; sole reason for selling lack of capital and bad health; no reasonable offer refused from quick, reliable buyers. Apply P.C.B. 32/9, Office of this Paper.

OLD-ESTABLISHED Business; large town; excellent position; cash counter trade; suit smart golfing chemist or two partners; turnover above the average; ill-health cause of offer. No agents. Those able to produce bankers' references write BM/WX6F, London, W.C.1.

£75, ALL at, including stock, fittings, etc., Drug Stores, situated in thickly-populated working-class neighbourhood; good scope for Panel; rent £1 2s. 10d. per week inclusive, including house. Call or write, Beith's Drug Stores, 64 Boundary Road, Walthamstow, E.

AGENCIES.

FIRST-CLASS Commission Agents wanted for nationally advertised Patent Medicine; openings in Manchester, Leeds, Birmingham and Bristol areas; must have good Retail connection; an excellent opportunity awaits the right men, who have already one or two good non-clashing agencies, and who wish to add to their income by generous commission on a quick-selling line. State full particulars in first instance, in confidence. Write M. G. Thompson, 418/422 Strand, London, W.C.2.

BUSINESSES WANTED.

ADVERTISER requires a business in the county of Suffolk, returning £2,500 (or thereabouts), with scope for development; housing accommodation for small family essential. Particulars of any such business treated confidentially, and investigation made promptly. 202/260, Office of this Paper.

BOURNEMOUTH, Portsmouth or Brighton areas.—M.P.S. desires to Purchase Business in above districts; cash waiting. Replies treated confidentially. Bankers' references given. Neglected or Drug Store might suit if possibilities. Alternatively advertiser, who is well known in the drug trade, would be pleased to consider Partnership or Directorship in limited company. 3 Marine Terrace, Southsea.

DRUG Store or neglected Chemist's Business wanted at once; stock must be small, as capital available is offered chiefly for goodwill; consideration given to a business at standstill through lack of capital; thickly populated area Western Counties or seaside preferred; living accommodation essential. Full particulars first letter, please. 179/23, Office of this Paper.

LONDON OR THE SOUTH.—Business required, with living accommodation, doing £1,500 turnover or more, preferably with scope for further increase; full cash transaction and immediate purchase. Reply, in strict confidence, to 202/265, Office of this Paper.

SOUTHERN COUNTIES (preferably near London).—Business required showing returns of between £5,000 and £8,000 per annum; £2,000-£5,000 capital available; private pharmacist open to negotiate immediately; any business which complies with the general requirements stated will receive careful consideration; all correspondence treated in absolute confidence. 202/264, Office of this Paper.

SOUTH OR SOUTH-WEST OF ENGLAND.—First-class Family Business required for private client with £3,000 ready to invest immediately; must be well established and able to stand fullest investigation; replies treated in strictest confidence. Berdoe & Fish, 41 Argyle Square, King's Cross, W.C.1. Phone: Terminus 3574.

PREMISES TO LET.

BOURNEMOUTH.—Eminently suitable for Chemist, lock-up Shop in busy shopping centre of Boscombe; £150 per annum; special inducements. Write "Owner," 173/5, Office of this Paper.

BOURNEMOUTH.—Lock-up Shop to Let, right alongside tram terminus in centre of town; no premium or ingoing required; long lease, £300 per annum. Apply Hankinson's, The Square, Bournemouth.

DEAL.—In High Street, double-fronted Shop Premises with good living accommodation; bathroom, electric light and gas; entirely rebuilt; will be finished off to suit tenant; excellent opening for qualified Chemist and Optician with Photographic Sundries; to Let on lease at moderate rent to suitable applicant. Apply Thwaites (owner), 204 High Street, Deal.

NEW BOND STREET, W.1 (a few yards from).—Small Lock-up Shop, with large window, very suitable for Chemist; no middle-class shop in neighbourhood; very low rent for first year, £100 and rates. 202/258, Office of this Paper.

WEALDSTONE.—New Shops adjoining "Queen's Arms." New block of shop premises, 17 ft. by 40 ft., to Let without premium at £275 per annum; excellent opportunity for Chemist. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Tele.: Mayfair 7666.

PREMISES FOR SALE.

PREMISES TO SELL OR LET.—Excellent opportunity for foreign firm to acquire freehold premises in London, S.E.24; large offices and storing accommodation; suitable also for manufacturing purposes. Apply 202/259, Office of this Paper.

SPLENDID OPENING CHEMIST.—£200 cash, easy repayments; unrestricted freehold modern shop and house, 3 bed, bath, dining room, kitchenette; well-populated district offering excellent scope for Chemist or allied business. Pratt & Co., 106 High Street, Croydon. Phone 0625.

PREMISES WANTED.

£10 REWARD for information (if acted upon) of suitable opening for Chemist, who will build or buy necessary premises, in South or South-West England, or small progressive Business entertained. Reply 178/6, Office of this Paper.

APPOINTMENTS.**COUNTY COUNCIL OF MIDDLESEX.****ASSISTANT DISPENSER.**

THE County Council invites applications for the post of Assistant Dispenser (non-resident) at the West Middlesex County Hospital, Isleworth, Middlesex, at a salary of £200 per annum, rising by annual increment of £5 to £225 per annum, subject to a small temporary abatement in view of the national situation.

Candidates must be graduates in pharmacy of a recognised University or hold one of the qualifications of the Pharmaceutical Society of Great Britain.

The officer appointed will be required to devote whole time to the duties of the post, to contribute to the County Council's Superannuation Fund, and for the latter purpose will be required to pass such medical examination as the County Council may direct.

The appointment will be during the pleasure of the County Council and terminable by one month's notice on either side.

Applications, stating (1) name, (2) age, (3) qualifications and experience, accompanied by copies of not more than three recent testimonials, must be received by the undersigned not later than 30th April.

No special application forms are provided. Envelopes must be endorsed "Assistant Dispenser."

Canvassing, directly or indirectly, will be a disqualification. (C.M.O.2)

ERNEST S. W. HART,
Clerk of the County Council.

Guildhall,
Westminster, S.W.1.
12th April, 1932.

SALES BY AUCTION.**RETAIL CHEMIST'S STOCK.**

THE remaining Stock in the Chemist's and Druggist's Shop, 23 Hopetoun Street, Bathgate, will be Sold by Auction on Tuesday, April 26, 1932, at 11 a.m. Stock consists of Toilet and Photographic Requisites, Shop Runds, etc., and General Sundries. Auctioneers, Messrs. Lyon & Turnbull, Edinburgh. Particulars from CAESAR & HOWIE, Solicitors, Bathgate.

UNDER DEED OF ASSIGNMENT.—Oldham. Re S. Quinn, 512 Huddersfield Road, Chemist. Harry Thompson will Sell by Auction on Tuesday next, April 26, at 2 p.m., the Fixtures and Fittings, comprising Counters, Cases, Glass Shelving, Stands, Drawers, Mirrors, Counter, Platform, and Dispensing Scales. Stock comprising Proprietary, Patents, Toilet Lines, etc. Auctioneer's Office, 15 Clegg Street, Oldham. Tel. 2344. Percy Ogden, Esq., the Trustee Accountant, 15 Queen Street, Oldham. Tel. 1177.

NOTICE.**NOTICE OF EXAMINATIONS.**

EXAMINATIONS for the Certificate of Pharmaceutical Chemist and for the Preliminary Scientific Certificate under Schedule 2 of the Pharmacy and Poisons Act (Northern Ireland), 1925, will be held in the Municipal College of Technology, Belfast, during the week beginning Monday, 6th June, 1932.

Application Forms, to be obtained from the Secretary, 55/56 Scottish Provident Buildings, Belfast, must be completed and returned to him on or before Friday, 6th May, 1932.

PARTNERSHIPS.

A MEMBER of the Pharmaceutical Society, owner of two Registered Trade Marks, wishes to get in touch with another Pharmacist or Firm with a view to manufacturing and marketing same, in London preferred; principals only. 179/28, Office of this Paper.

JUNIOR Partner, knowledge of Chemistry, preferably qualified, with small capital, required by Manufacturer of Toilet Preparations and Perfumery; a splendid opportunity for an energetic and ambitious young man with good business capabilities and traveller. Apply "P. L.," 202/255, Office of this Paper.

LONDON Wholesale Druggists prepared consider amalgamation, etc., with another moderate size house. Address 202/266, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

EAST LONDON.—Qualified Assistant required; must be quick Dispenser, used to N.H.I. Dispensing; position immediate if desired. Write or call at 252 Burdett Road, E.

LANCASTER.—Young, qualified Assistant required; Dispensing and Photographic. Full particulars of experience and salary, etc., to A. D. Fox, Chemist, 81 Ulleswater Road, Lancaster.

LONDON HOSPITAL.—Qualified Locum wanted for approximately twenty weeks, commencing May 8; hours 9 till 5 daily; no extra duties; salary 4 guineas per week. Applications, stating age and experience, to be made by letter in own handwriting to the House Governor, London Hospital, Whitechapel, E.1.

LONDON.—Two unqualified Assistants, lady and gentleman. Apply, with full particulars of experience, stating age, height, salary required and when at liberty, to 78 High Street, Kingsland, E.8, or personally to Marshalls Chemists, Station Parade, Upton Park.

LONDON, N.W.—Qualified man required for morning and evenings; duties mainly Dispensing; elderly not objected to. Only those residing in London need apply. State usual particulars, salary, etc., and when free to 180/11, Office of this Paper.

LONDON.—Qualified Manager required for holiday relief, commencing first week in May until end of August. Apply, stating age, experience, salary required, references, to Ascott's Pharmacies, Ltd., 48/50 Durham Road, Holloway, N.7.

MANCHESTER (Near).—Wanted, Registered Chemist as Superintendent immediately for small Country Shop; comfortable berth; £3; temporary, permanent if suitable. Apply, in first instance, by letter, giving full particulars, copies of references, age, etc., to "D," 335 Hyde Road, Ardwick, Manchester.

OXFORD.—Gentlemanly Junior Assistant wanted for high-class business; must be a good and reliable Dispenser; one who has passed Part I preferred. Send fullest particulars and enclose photo in first letter. Druce & Co., High Street.

SEASIDE (Lanes).—Qualified Assistant; good all-round capability; 25-30; good appearance; N.H.I. Full particulars, experience, salary, etc., photo (to return); probably permanent if suitable. Apply 179/19, Office of this Paper.

S.E. DISTRICT.—Qualified Assistant required, age about 40. Apply, stating height, experience, reference, and salary required, to P.C.B. 32/7, Office of this Paper.

SOUTH COAST.—Junior of good appearance and address wanted in June for summer season; Counter and Photographic experience essential. Give full particulars of past experience, age, height, and state salary required. 178/14, Office of this Paper.

BRANCH MANAGER; accustomed to good-class Retail and Dispensing, with Photographics; must be a good Counter-man, a capable Pharmacist and accustomed to a select class of business; house available. Please state full details of previous experience, age, height, salary required, whether married or single, and when at liberty; references must bear the strictest investigation; enclose photo (returnable). Apply D. T. Evans, Ltd., Chemists, Margate.

CAPABLE, qualified Manageress required immediately; good Counter and Window-dressing experience essential; light duties. Please state age, experience, and salary required. Mitchell, Chemist, 39 Montpelier Vale, S.E.3.

CHEMIST in N.W. London area, within 15 miles of Oxford Circus, desires to get in touch with Retired Chemist (qualified) who would undertake light duties for an hour or so daily. Apply 202/254, Office of this Paper.

J.C.Q.O.—Assistant Optician required by Chemist-particulars in first letter of age, height, experience, qualifications, salary, with photo. 202/267, Office of this Paper.

LADY Assistant required for Chemist Department; must be a capable Dispenser and good Saleswoman; knowledge of Toilets an advantage. Apply, giving age, experience, and salary required, to Secretary, Timothy Whites, Chemists, Portsmouth.

LEWIS & BURROWS have a vacancy for a capable qualified Assistant (male). Apply, giving full particulars of previous experience, etc., to 146 Holborn Bars, London, E.C.

LOCUMS.—Qualified and Unqualified Assistant for Midlands, August 8-September 10 inclusive. Full particulars, salary expected, etc., to 180/16, Office of this Paper.

MANAGER required for small Family Business near London. Applicants must have had previous managerial experience and possess ability, be courteous and obliging. State age and full particulars of experience and wage required. 180/25, Office of this Paper.

PHOTOGRAPHIC.—C. & P. James, Ltd., Cheltenham, require the service of a capable Assistant experienced in Developing, Printing and Enlarging; permanency for energetic, all-round man. Age, height, experience, and salary to above.

QUALIFIED, male or female, knowledge of D. & P., for season. Apply in first place by letter, stating all particulars and salary required, Coope, Chemist, 201 Waterloo Road, Blackpool, S.S.

QUALIFIED lady Assistant required shortly for middle-class business; permanency; one possessing Optical qualifications would be given preference; must be quick and accurate Dispenser. Apply by letter, stating experience and salary expected. H. L. Liegeois, 26 Helena Road, N.W.10.

QUALIFIED Manager required immediately as Superintendent-Director of a London working-class Business; Optical qualification, with or without own apparatus, an advantage; must be thoroughly reliable. Apply, with fullest particulars as to experience, remuneration, etc., 180/30, Office of this Paper.

QUALIFIED Chemist and Optician required to manage a good-class branch business in Home Counties; house provided; good salary and commission; applicants must have excellent references and experience, full details of which are to be given in first letter. All applications treated in strict confidence, and those unanswered within seven days respectfully declined. 181/31, Office of this Paper.

QUALIFIED Lady Assistant required; must be good Dispenser and have bright Counter manner. References as to character and capabilities must be sent with application. State salary required (vacancy 9th May). Apply to F. Springate, Brent Pharmacy, 15 The Brent, Dartford, Kent.

RELIABLE Assistant wanted; married; to live on premises; must have been accustomed to good-class Dispensing business. State age, height, salary required, and enclose photo, to be returned. Hampton, 47 Northgate, Gloucester.

THE Stockport I. & E. Co-operative Society, Ltd., 27/39 Chestergate, require the services of qualified Chemist and Optician as Branch Manager; age 25-35; either sex; accurate Dispensing and Photographic experience essential, energetic Counter-hand and Window-dresser, etc. Applications, by letter only, stating age, experience, and wages required, together with copies of two recent testimonials, to reach the Society not later than first post on Monday, April 25, endorsed "Chemist." By order of the Committee, S. Lloyd, General Secretary.

WANTED, at once, qualified Manager, married preferred, for working-class branch with considerable Radio Department; must be able to undertake radio maintenance and repairs. Send full particulars first letter. L. Rowland & Co., Ltd., Mitre Buildings, Wrexham.

WANTED, about second week in May, a reliable Junior Assistant, accustomed to good Family trade; must be of gentlemanly appearance and good Window-dresser. Please state full particulars in first letter. Applications not answered in three days declined. Nidd, Chemist, Yarnburgh Street, Manchester.

£5 WEEKLY, with house over shop rent free and liberal commission, offered to capable, qualified Manager, about 30; married preferred; excellent opportunity for energetic, ambitious man; applicant must have previous experience of managing brisk cash business with N.H.I. and Photographic; highest references essential; South London suburb; interview will be required. State age, height, experience, and when at liberty. 182/8, Office of this Paper.

WHOLESALE.

FIRM of Manufacturing Chemists, producing first-class Disinfectant Fluids, Powders, Lysols, Sanitary Soaps, etc., to guaranteed germicidal standards, wishes to get in touch with sound Representatives with connections, including Chemists, Stores, Institutions, Doctors, as side line; high commission basis to commence with; would consider matter of expenses as soon as ability proved. State area which is being worked at present. 177/22, Office of this Paper.

LONDON Representative required to introduce new Proprietary Line; preference to qualified Chemist, free to start at once, with first-class Wholesale and Retail connection, capable of real personal salesmanship and of engaging and supervising work of other representatives. Particulars of salary required and full qualifications to 202/253, Office of this Paper.

OLD-ESTABLISHED Chemical Company, now opening new Toiletry Branch, require practical Vanishing Cream Maker; only those who have been practically engaged in the production of high-class face creams for pots and tubes need apply; permanency and excellent prospects assured. State age, capabilities, and experience (in strict confidence) to 179/32, Office of this Paper.

TABLET AND PILL COATING (LONDON).—An opening occurs for a girl experienced in Pearl, Sugar, Gelatine, etc., Coating with modern plant. Full particulars with wages expected in first letter. Applications not answered within three days declined. 198/132, Office of this Paper.

REPRESENTATIVES or Agents who have a first-class connection with Chemists and Druggists and are open to carry a new line are required throughout England and Wales, starting the first week in May, to obtain rapid distribution of a Proprietary Line that will quickly replace certain rather old-fashioned preparations which, however, still command a good sale; trade terms show retailers a profit of over 40 per cent. on dozen lots costing 20s.; excellent display material; preference given to men who cover territories monthly; commission 10 per cent. on territory sales, direct and indirect; three months' trial and permanent territories to men who make good. Send full particulars of the area you cover, the time you take, the lines you now represent to 202/251, Office of this Paper.

TRAVELLER, with good connection in the Midlands amongst Chemists and Stores, also one for the South Coast, wanted to sell the four best sellers in the Perfume trade; commission only; only live men with first-class references need apply. Write full particulars to 179/7, Office of this Paper.

TRAVELLERS wanted, good commission and expenses, to carry well got-up lines; value for money; car; fidelity bond; good connections. Hairdressers essential; no objection carrying non-competitive lines; state ground worked and all particulars; London, Kent, Newcastle, Sheffield, Liverpool filled. Superflor, Post Office Buildings, Charles Street, Haymarket.

WELL-KNOWN firm of manufacturers require Storekeeper, who should be fully conversant with modern methods of Stock Records; knowledge of Chemistry also desirable. Applications, giving full and complete details of storekeeping experience, age, and salary required, should be addressed to 202/250, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

BURMA.—E. M. de Souza & Co., Rangoon, Burma, require a qualified Pharmaceutical Chemist, Scotsman, age about 30, experienced Salesman, Wholesale and Retail; contract will be arranged at interview of suitable applicants in Edinburgh or London. Apply Dr. A. de Souza, c/o H. B. Sleeman & Co., Ltd., 84 Leadenhall Street, London, E.C.3.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.A.—26. Young Scotsman, now managing high-class London shop, wishes change, preferably where can purchase by degrees; London, Scotland. "Chemist," 110 Philbeach Gardens, S.W.5.

A.A.A.—UNQUALIFIED; Part I (London); Matriculation; provincial and city (Manchester) experience; good Window-dresser; N.H.I. and Private Dispenser; prompt, quick, reliable; Manchester or district preferred. 179/4, Office of this Paper.

A.A.—ASSISTANT; 20; temporary or permanent; Dispensing, Counter, Optics; excellent references. Edwards, Chapel Street, Butts Lane, Stoke-on-Trent.

A.A.—LADY Assistant Dispenser desires post (Hall); excellent references; Brighton or riding distance. 8 Prestonville Road, Brighton.

A.A.—QUALIFIED, 28, tall, disengaged in month's time, desires post with Private Chemist; London and provincial experience of all branches of Retail; would accept Locum meanwhile. 181/16, Office of this Paper.

A.—ASSISTANT; unqualified; 25; high-class experience; accurate Dispenser, good Window-dresser, Photography; active and keen Counterman; honest, punctual and trustworthy; permanency or Locum. Dakin, 335 Derby Road, Nottingham.

A.—QUALIFIED, 25, tall, desires position as Manager or Assistant; North preferred, but not essential; excellent references. 181/15, Office of this Paper.

A CAPABLE Assistant; unqualified; 9 years' experience, Dispensing, Window, Counter, Photographic; any district. "N. A. B.," 88 Raby Street, Wolverhampton.

A QUALIFIED Chemist, 22, requires situation; Wholesale or Retail; good appearance; excellent all-round and high-class Dispensing experience in health resort. Page, "Hugblenden," The Drive, Hellingly, Sussex.

A THOROUGHLY reliable, unqualified, tall Assistant; 20 years' first-class experience, Dispensing, Counter, Photo; business builder; quick, clean, accurate; disengaged. Johnstone, 3 Babington Road, Streatham, S.W.16. Phone 1087.

A THOROUGHLY capable Chemist-Optician, middle-aged but active and energetic, requires position; reliable man, used to management and control, with good references. 180/27, Office of this Paper.

A DVERTISER; 40; thoroughly experienced, Counter, Dispensing, N.H.I.; whole or part time; abstainer; moderate salary; disengaged. Alexander, 189 Southampton Street, S.E.5.

A N unqualified Assistant requires summer engagement; disengaged now; Part I; age 25; good references and appearance; experienced in Dispensing, Photography, Counter and Window-dressing. Waite, "Holmleigh," 38 West Parade, Worthing.

A S Locum; part time or permanency; qualified; 39; disengaged; London preferred; good references. "S.," 40 Clapham Road, S.W.9.

A SSISTANT; unqualified; referred Pharmacognosy; age 23; tall; Photographic; all-round knowledge; disengaged. Young, "Craggside," Tynedale Road, South Shields.

A SSISTANT; unqualified; 35; married; capable Dispenser; thorough experience Retail, also 6½ years in Wholesale; can commence now; sale business cause dismissal. Geo. Dedd, 4 Regent Place, Leamington Spa.

A SSISTANT; unqualified; 25; good references and appearance; tall; Counter, N.H.I., Photographic and Window-dressing specialties; permanency preferred; disengaged when required. Williamson, 24 First Avenue, Hoe Street, Walthamstow, E.17.

A SSISTANT, referred Part II, with excellent general experience in high-class pharmacy, requires position, part time or whole time, in London or district. Apply P.C.B. 32/4, Office of this Paper.

A SSISTANT; unqualified; right-hand man; thoroughly experienced; exceptional references; London, S.W. district preferred; disengaged shortly. "Alpha," 41 Selwyn Avenue, Richmond.

A SSISTANT; unqualified; 24; Dispensing, Counter; high-class experience; all-round knowledge; disengaged. Allum, 32 Lansdowne Road, Purley, Surrey.

A SSISTANT; unqualified; 27; smart; tall; 11 years' first-class experience, Counter, Photographic, Windows; quick and accurate Dispenser; excellent references. Karlstedt, 48 Kensington Avenue, Watford, Herts.

A SSISTANT, 19½, desires quick change; West Midlands preferred; 5½ years' general experience. Cartledge, 10 Brook Street, Walsall.

A SSISTANT (Part I) requires temporary situation with Chemist-Optician; low salary accepted in exchange for Optical experience; in or near Bristol preferred. K. Adams, 17 Grovelands Avenue, Swindon.

A SSISTANT; unqualified; 32; tall; married; 15 years' good experience, Dispensing, Counter, Window-dressing, Photography; excellent references. Frierke, 53 Effingham Road, Lee, S.E.12.

A SSISTANT seeks change; Agricultural W. and R., Counter, large D. & P. experience; loyal, courteous; highest references. "Lancs.," 75 Watling Street Road, Fulwood, Preston.

A SSISTANT; unqualified; 20 years' experience; keen, tactful; could work up Drug Stores. Ash, 38 Lydford Road, Paddington, W.9.

A SSISTANT; 24 years; unqualified; smart appearance; quick, accurate Dispenser, good Counterhand, knowledge of Photography. Parkes, 50 Byron Avenue, E.12.

A SSISTANT; tall; unqualified; middle-aged; single; disengaged. Harris, 24 Link Road, Edgbaston, Birmingham.

A SSISTANT, 39, unqualified, seeks situation; 20 years' experience, inland and seaside; excellent references. "Aspirin," 17 Park Avenue, Leicester.

A SSISTANT; 35; thoroughly capable; first-class Salesman, expert in Photographic business; present job 11 years; London or seaside. 181/39, Office of this Paper.

BIRMINGHAM or Midland district preferred. As Manager, Assistant, or as Locum; thoroughly experienced and well recommended. Write or wire, "E. H.," 64 Hunters Road, Birmingham.

BIRMINGHAM.—Experienced lady Pharmacist desires post immediately; Locum, permanent, or part time; excellent references. "Pharmacist," 36 South Road, Handsworth, Birmingham.

CHEMIST; permanency or Locum; London. Apply 65 Maple Street, W.1.

COMPETENT Assistant; unqualified; 26; Dispensing, Counter, Windows; splendid experience; highest references. "P. R.," 109 Warwick Street, S.W.1.

COMPETENT lady, 25, desires post, Locum or permanent; 9 years' excellent Dispensing, Counter, Photography experience; now at liberty. 180/34, Office of this Paper.

COMPETENT, qualified Optician, capable Refractionist, experienced Pharmacy, Photography, offers services for small salary to gain further Optical experience. 202/263, Office of this Paper.

DISENGAGED; Assistant or Locum; all round West-End experience. Arthur, 62 Caldecot Road, Denmark Hill, London, S.E.5.

DISPENSER (Hall), 24, doctor's daughter, Hospital experience, desires shop experience; part time; moderate salary; London, S.W. preferred. 181/18, Office of this Paper.

DISPENSING.—Woman M.P.S. (27), desires post in Yorkshire or near, preferably in Hospital or Institution; 11 years' excellent experience (7 years Harrogate); free month after appointment. 178/19, Office of this Paper.

EXPERIENCED all round; unqualified; age 42; accustomed best Dispensing; Photography, etc.; Locum, temporary or otherwise. Little, 9 Westbourne Street, Sloane Square, S.W.1.

GENTLEMAN would like to book engagements for Locum work; experienced in all branches and used to good-class trade; abstainer; good address and personality; trustworthy. 179/18, Office of this Paper.

GOVERNESS-DISPENSER (Apoth. Hall) desires post; separate or combined duties; experienced; permanency; any district. "Dispenser," 89 School Road, Hall Green, Birmingham.

IMPROVER, female, 22 years, requires situation for five months; any district; responsible; hard worker; good reference. 179/22, Office of this Paper.

IMPROVER requires post with Dispensing Chemist; Hammer-smith district or near; reasonable salary to begin. Apply 179/5, Office of this Paper.

LADY (Hall) requires post where she can work with another Dispenser to gain practical experience; S.W. district if possible. M. Brisco, 40 Mount Ararat Road, Richmond, Surrey.

LADY; 30; general Assistant; Counter, Stock, Photographic, etc.; 16 years' reference; capable, willing. Ardley, 490 Romford Road, E.E.

LADY, qualified, desires position in Birmingham; permanent, temporary, or Locum; capable of taking entire charge. 180/13, Office of this Paper.

LADY Assistant; capable Counter-hand, Dispenser and Stock-keeper; disengaged. "C.," 104 Keogh Road, Stratford, E.15.

LOCUM, part time, or permanency; excellent references; London. "S. S.," 135 High Road, Lee, S.E.15.

LOCUM; qualified; experienced; booking for season or permanency; abstainer; disengaged. Mole, 138 High Street, Teddington.

LOCUM; qualified; 34; good experience; now disengaged; available anywhere. "Chemist," 50 Grove Lane, Camberwell, S.E.5. Phone: Rodney 2719.

LOCUM; qualified; disengaged; now booking dates for season; satisfaction guaranteed. "Chemist," 6 Duke Street, Buxton.

LOCUM, M.P.S.; several seasons' locum experience; Sight Testing, Photography, etc.; first-class references; moderate terms. Gregory, 1 Manor Street, Newtown, Wigan. Phone: 924 Wigan.

LOCUM; qualified; excellent reference; experienced; reliable; disengaged May, June, after August 28. Jones, 331 Fulbourne Road, Walthamstow, Essex, E.17.

LOCUM; disengaged; long varied experience, including P.O.; highest credentials; forward bookings entertained. "Chemicus," 56 Rudloe Road, Balham, S.W.12.

LOCUM—W. J. Talintyre, M.P.S., Ashton-on-Ribble, has a few open dates in May (including Whit) and June.

MANAGER, small business, country, seaside; elderly; active; widower; qualified; small salary. 180/25, Office of this Paper.

MR. EMRYS EVANS, Pharmacy, Aberdare, recommends an Assistant; thoroughly reliable. Apply Davies, c/o above.

M.P.S., tall, conscientious, all-round experience, requires Locum or permanency; moderate salary; personal references. 179/15, Office of this Paper.

M.P.S., 24, desires Locum or permanency; energetic and trustworthy, with excellent references; experienced in all branches of pharmacy; moderate salary. 179/10, Office of this Paper.

M.P.S. desires change, anywhere; Manager; Dispensing, Photographic, Analysis; East and West End, provincial experience; alert, capable, ambitious. Evans, 33 Bonham Road, S.W.2.

PART or whole time; Dispensing and Counter; London experience; satisfactory references. Crowther, 144 Algernon Road, Lewisham, S.E.13.

PART time; chiefly Dispensing preferred, but much other experience; small salary. Hall, 32 North Street, S.W.4.

QUALIFIED, 30, desires permanency; 14 years' experience, all branches. Terms. "Chemist," Beechwood, Hungerford Road, St. Annes-on-Sea.

QUALIFIED, 27, seeks post, Manager or Senior; Locum or permanency; first-class, all-round experience; London or Midlands preferred, not essential; moderate salary; disengaged. Powell, Windsor Place, Merthyr Vale, Glam.

QUALIFIED; 27; 6 years' multiple managing; would like post London. "M.P.S.," c/o 10 Chesterfield Road, Chiswick, W.4.

QUALIFIED, age 35, splendid references, desires post as Manager, preferably in suburban or country district; salary £4 a week. "Chemist," Malvern, Stretton, near Warrington.

QUALIFIED; 51; single; active; excellent; 9 years' management, reference (good class); Manchester district preferred; any capacity; salary unimportant. "Dependable," P.C.B. 32/2, Office of this Paper.

QUALIFIED lady, 24, desires post in London; Locum or permanency; able to take charge; excellent experience and references; interview; free. 179/38, Office of this Paper.

QUALIFIED (lady), experienced managing, seeks permanency, Locum; Retail or Hospital; languages. "Chemist," 23 Castellain Road, W.9. Abercorn 2800.

QUALIFIED Chemist (29), F.S.M.C., F.I.O.; 12 years' experience; available for permanency or as locum. F. Holman, 23 Highfield Road, Darford, Kent.

QUALIFIED, 25, requires Locum work during the next three months; highest references; disengaged. R. H. Wetherill, 44 Winchelsea Avenue, Newark.

TO STUDY ENGLISH METHODS—Young, well-trained German, perfect English, desires position as Perfumery Salesman in Retail Store; salary £2 10s.; similar training in Munich offered Englishman. Reply P.C.B. 32/6, Office of this Paper.

UNTIL SEPTEMBER—Assistant; 25; quick, accurate Dispenser, good Counterman, wide knowledge Photography and D. & P., Window-dresser; varied London and seaside experience. P.C.B. 32/8, Office of this Paper.

WANTED, situation by advertiser, getting on in years; qualified; moderate salary. "L.," 38 Sutton Street, Aston, Birmingham.

YOUNG Square trained M.P.S. requires Locum or permanency (preferably) until September; intends studying Medicine; fine training; excellent references; disengaged. Glyn Griffiths, Picton House, Sketty, Swansea.

WHOLESALE.

PROPRIETARY MEDICINES, PHARMACEUTICALS, TOILETS.

MANUFACTURERS, or sound Manufacturers' Agents, desirous of extending the scope of their SALES and obtaining the utmost market advantage that their Products, or Products offer, are invited to get in touch with Advertiser.

With over 15 years' experience of selling Proprietaries, here and overseas, I undertake to produce the ideas, the organisation, and the figures. I claim to possess sound business sense, the ability to make a Sales Force produce worth-while results, and a thorough appreciation of the psychology of Proprietary marketing. Ethical and Trade Propaganda, Press Advertising, and convincing sales-correspondence are important items in my equipment.

Remuneration constituting a worth-while reward is looked for; if your Product is good and your attitude progressive then payment on results can figure largely in our arrangements under this heading. Small propositions, or stereotyped Departmental positions, not invited.

An invitation to an interview will not constitute a compromise, and will be welcomed as affording an opportunity for a mutually frank discussion.

Please write "Sound Salesmanship," 202/256, Office of this Paper.

A.—REPRESENTATIVE, 10 years' experience, working London, requires additional lines for introduction to Doctors and leading Chemists. P.C.B. 31/37, Office of this Paper.

A REPRESENTATIVE, with long experience and connection, well known to London and Suburban Chemists, Hairdressers, etc., accustomed to Drugs, Toilet and various goods, requires engagement with good house. 202/261, Office of this Paper.

ADVERTISER, with valuable connection in Toilet Preparations in Retail trade, desires change with view to improvement; highest testimonials. P.C.B. 31/38, Office of this Paper.

EXPERIENCED Representative requires position; splendid connection with Wholesale and Retail Chemists and Stores throughout Notts, Derby, Yorks, Durham and Northumberland; age 32; tall; convincing personality; references. 178/21, Office of this Paper.

REPRESENTATIVE, 12 years' experience, well known to Chemists, Stores, etc. London, Kent and Surrey, used to Proprietaries, Toilets and Perfumery, desires engagement with well-known house; own car. 180/3, Office of this Paper.

REPRESENTATIVE, with first-class connection Chemists, Glasgow, Edinburgh and South-West Scotland, desires represent good firm, or would consider Agencies for Packed Goods, Proprietaries or Toilet Goods. 181/22, Office of this Paper.

REPRESENTATIVE, working Wales and near by Counties, with Chemists, Hairdressers, Stores, desires additional lines; commission and part expenses. 181/23, Office of this Paper.

WELL-EDUCATED young man, 8 years' Retail, desires outside appointment with reputable firm; any district; owns large number valuable prescriptions; drive any car. 179/17, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

M.P.S., 28, single, tall, requires responsible position abroad; used to handling natives; 4½ years' experience in the tropics; excellent references. "D. O.," 175 King's Road, Haringate.

QUALIFIED, 29, desires post in Paris, preferably English-speaking pharmacy; 10 years' good general experience, including 5 years West End; little knowledge French. "Pharmacist," 25 Durham Terrace, Westbourne Gardens, W.2.

CLEAR OUT—your Old or Damaged

Stock of Photo Goods

Why keep them any longer? Turn them into CASH.

I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers, Cards (any sizes), Old Photo Goods or Cameras, Bromide Papers, Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

ARGENTINE.—An exceptional opportunity offers for Manufacturers interested in establishing Proprietary Pharmaceutical or Toilet Lines in this market to get in touch with a man possessing specialised experience. The Argentine market offers considerable scope to a Manufacturer adopting a progressive policy; population over 10 millions and with a high spending power.

Advertiser is not interested in Agencies, but in establishing an Argentine connection for a progressive British house, or taking charge of an existing Branch.

Experience covers Manufacturing, Distribution (Wholesale and Retail), Advertising (Trade and Press), control of Salesmen, Accounting, and dealings with Argentine Department of Hygiene. Fluent Spanish.

Information gladly supplied to Principals of genuinely interested concerns. "ARGENTINA," 202/257, Office of this Paper.

FOR SALE.

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